



# LEX AUTOLEASE

## CASE STUDY: GG GLASS & GLAZING VEHICLE LEASING PROVIDES A CLEAR VIEW FOR GLAZING BUSINESS

National glazing company, GG Glass & Glazing consolidates its vehicle leasing with Lex Autolease and reaps the rewards of having a single point of contact for all its fleet needs.

### THE OBJECTIVE

Headquartered in Liverpool, but with branches in major cities including London, Glasgow and Leeds, GG Glass & Glazing provides glazing services across the UK. Its particular focus is on the retail sector, supplying and repairing glass to major high street names.

The company was founded in 2008 by Dennis Worrall, Managing Director, and his team of glass industry experts. Since then, GG Glass & Glazing has grown to employ more than 100 people across its sites, with revenue increasing to £13m during 2015.

GG Glass & Glazing places a great emphasis on its vehicle fleet, with a need to reliably transport installation teams and glass to customers' premises. "The nature of glass means our vehicles require many bespoke features," Roy Williams, Director, explains: "Our vehicle of choice is the Ford Transit, which we can not only kit-out inside, but fit a range of external racking to enable the safe transport of our products to the sites required."

Until recently, the company's fleet contained a mixture of owned and leased vehicles, provided by a range of suppliers. After moving their core banking relationship to Lloyds Bank, GG Glass & Glazing was introduced to Lex Autolease. This provided them with the opportunity to reconsider its fleet arrangements.

"Having vehicles supplied by lots of different suppliers meant that the fleet was difficult and time-consuming to administer," says Roy. "So looking at the proposition Lex Autolease offered seemed a sensible option."

### THE SOLUTION

Lex Autolease Area Manager for SMEs, Joanne Douthwaite, met up with Roy and GG Glass & Glazing's Finance Director Richard Worrall to understand how Lex Autolease could support the company's vehicle needs.

"The key consideration for GG Glass & Glazing was the workload they currently had in terms of managing their fleet," says Joanne. "The fact that we could offer them a consolidated service, one point of contact and everything under one roof, was a huge plus. In addition, they had been loyal to an individual vehicle supplier for a couple of years preceding our service, and we were able to include them on our roster to help maintain that relationship."



### TYPE OF COMPANY:

Glazing company.

### LEX AUTOLEASE SERVICE:

Contract hire.

### SIZE OF FLEET:

30 commercial vehicles.

"Lex Autolease is a large company with muscle in the market, which is a benefit to us in terms of pricing and vehicle availability."

ROY WILLIAMS, DIRECTOR, GG GLASS & GLAZING

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“It was clear that it was better for us to have most of our vehicles managed through one company,” agrees Roy. “Having one contact to deal with any issues that arise was appealing. In addition, the deal offered by Lex Autolease was more cost effective for us as a business.”

Charlotte Cooper, SME Customer Relationship Manager at Lex Autolease manages the GG Glass & Glazing account. She commented: “To make sure that we understood the needs of the business, we sent one of our commercial vehicle engineers out to consider their requirements and recommend the vehicles that were most appropriate. With the company’s existing choice of Ford Transit coming out on top during this review, the customer was happy.

“One of the main business needs for GG Glass & Glazing was to obtain their vehicles quickly,” explains Charlotte. “Typically with Fords, the lead time can be long – sometimes six or seven months for delivery. However, our extensive network meant that we could find available vehicles and take delivery in weeks, helping us meet any quick turnaround that Roy and the business required.”

Roy adds: “The relationship with Lex Autolease is working well. Early on I met with Charlotte and the team and sat down to talk about what I wanted from the relationship and they’ve delivered on that. The size of Lex Autolease gives them muscle in the market, which is a benefit to us in terms of pricing and vehicle availability.”

GG Glass & Glazing were originally introduced to Lex Autolease through Alistair Pike, Relationship Director, Lloyds Bank. “The initial meeting went really well, and helped to show Lloyds Bank and Lex Autolease are joined up in their approach to servicing and managing client requirements,” explains Alistair. “From the Bank’s perspective, it has been a really positive experience and Lex Autolease has done a great job in providing a streamlined vehicle solution which gives GG Glass & Glazing a one stop shop for all their fleet needs.”

GG Glass & Glazing continues to grow. As its current vehicle leases expire, new leases are being taken out with Lex Autolease and new vehicles are being added, as Roy says: “In the last couple of months, we’ve added 12 vehicles to the fleet through the Lex Autolease relationship and, with further business growth in the pipeline, that will only increase.”

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## TESTIMONIALS

“It’s been very straightforward to transfer our vehicles across to Lex Autolease when renewals come up. Having a single point of contact has made administration a lot better and Lex Autolease are able to provide the service we need to run our business efficiently.”

**ROY WILLIAMS, DIRECTOR, GG GLASS & GLAZING**

“By taking time to understand what Roy and the business wanted from their relationship with Lex Autolease, we have been able to create a solution that provides an efficient and cost-effective way of managing their fleet.”

**CHARLOTTE COOPER,  
CUSTOMER RELATIONSHIP MANAGER,  
LEX AUTOLEASE**

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## OUTCOMES

- Rapid delivery of vehicles that meet customer specifications.
- Consolidation of services with one provider to reduce administration.
- Competitive pricing.
- Option to replace the vans as required.

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For further information, please contact your Customer Relationship Manager or

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**Visit: [www.lexautolease.co.uk](http://www.lexautolease.co.uk)**

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