



## LEX AUTOLEASE

# CASE STUDY: JACKSON'S ST ALBANS VAN LEASE PROVES CONVENIENT AND COST-EFFECTIVE

When it needed to replace its workhorse van, plumbing and heating merchant Jackson's St Albans found contract hire to be exceptionally cost effective.

### THE OBJECTIVE

Jackson's St Albans is a small, family-run plumbing and heating merchant based in Harpenden High Street, Hertfordshire. It supplies to the trade but also retails bathrooms directly to the public.

The business has banked with Lloyds Commercial since it was founded in 1981, explains Lisa Sharp-Greer, office administrator and wife of owner Jonathan Greer: "They have been with us all the way through the tough times and have always been very helpful."

Jackson's has three delivery vehicles – a pick-up for big items, a small Corsa van and a larger Ford Transit van, which is the "workhorse of the business," explains Lisa. "Our old one was 13 years old and really clapped out. We ran the risk of a breakdown and not being able to deliver to customers on time."

Earlier this year, Jackson's mentioned needing to replace the van to their Lloyds Bank Relationship Director Luke Driver. "We initially looked into hire purchase, but it soon became clear that leasing would probably be more convenient," says Lisa. "Owning the van was not a priority to us, and we wouldn't have to worry about facing the same decision again in a few years' time."

### THE SOLUTION

With Jackson's attracted to the ease of contract hire, Lex Autolease Business Development Manager Andy Flood and Area Relationship Manager Angelina De-Cotis worked hard to provide it with the most competitive pricing.

"Lisa was originally considering a two-year lease without a maintenance package," explains Andy Flood. "But because the vehicle would have a higher re-sale value if it's been maintained as part of the lease, the rental we could offer with a full maintenance package was actually cheaper in this situation."

"It means Jackson's can enjoy the peace of mind offered by our maintenance package – including MOT, road tax, servicing, breakdown cover and no-quibble tyre replacement – while actually paying less," adds Andy. "And after two years they can return the vehicle or take out a new lease."

"We sourced the vehicle for them – there can be quite a long lead time on Ford Transit vans, so they might otherwise have struggled to get one so quickly. And by coming directly to us and not a broker, there was no fee to pay," explains Andy. Lex also had the van lined with plywood.



### TYPE OF COMPANY:

Independent plumbing and heating merchant.

### LEX AUTOLEASE SERVICE:

Commercial vehicle contract hire.

### SIZE OF FLEET:

Three vehicles – one with Lex Autolease.

"Leasing the van is very convenient and well-priced, and has meant a worry taken away from us. And having a brand new vehicle with livery makes a good impression with our customers."

LISA SHARP-GREER, ADMINISTRATOR,  
JACKSON'S ST ALBANS

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In mid-October Jackson's took delivery of the brand new Ford Transit on a two-year contract hire plan with full maintenance and 9,000 miles a year, which is more than adequate, says Lisa.

"Leasing the van is very convenient and well-priced, and has meant a worry taken away from us. All we need to do is fill it with fuel and insure it," Lisa enthuses. "And having a brand new vehicle with livery makes a good impression with our customers."

She adds: "Andy provided photos of the van before delivery so that we could get the livery ordered – he went the extra mile for us and was very personable and genuine. I'm extremely satisfied."

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### OUTCOMES

- A reliable new 'workhorse' van that makes a good impression
- An all-inclusive package that means costs are known in advance
- The reassurance of maintenance and breakdown cover
- The option of a new vehicle or new lease after two years.

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### TESTIMONIALS

"Jackson's is a long-standing Bank customer, and very well thought of. This deal cements our relationship with the business and shows the range of options Lloyds Banking Group is able to offer SMEs, including competitive and convenient contract hire through Lex Autolease."

**LUKE DRIVER, RELATIONSHIP MANAGER,  
LLOYDS BANK COMMERCIAL**

"The process with Lex was fast and stress-free – Andy Flood explained the options clearly and gave us an extremely good price. He answered all my questions so I knew exactly what we were entering into. He made it all very simple and was extremely helpful. Though we're unlikely to need another replacement vehicle soon, I would definitely consider using Lex Autolease again in the future."

**LISA SHARP-GREER, ADMINISTRATOR,  
JACKSON'S ST ALBANS**

"I'm really delighted that we at Lex Autolease have been able to deliver an attractive and cost-effective contract hire solution that Jackson's is perfectly happy with. This deal showcases our customer-focused approach and our commitment to keeping Britain's SMEs moving."

**ANGELINA DE-COTIS, AREA RELATIONSHIP  
MANAGER, LEX AUTOLEASE**

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