



Timber & Builders Merchants

MAXXIA Case Study



Background



David Cover & Son Ltd has supplied a diverse range of timber and building materials to a wide spectrum of customers for over 170 years. With fifteen branch locations spread across the south of England, this family owned builders' merchant is a major regional supplier to construction and retail customers. The company offers a comprehensive range of more than 25,000 product lines at competitive prices.

Supporting its provision and delivery of those products, David Cover & Son operates a fleet comprising of cars, vans and HGVs. The cars, provided to its management community, were historically acquired via a mixture of leasing and outright purchase.

Challenge



Increasing benefit-in-kind tax charges, the penalisation of diesel vehicles, the introduction of the Worldwide Harmonised Light Vehicle Testing Procedure (WLTP) and their impact on vehicle availability, made the formulation of fleet policy and, in particular, the selection of appropriate company cars more complicated.

The selection of new vehicles was, therefore delayed, as there was uncertainty about the future financial implications of vehicles considered for acquisition. The company's desire to make informed, rational decisions drove the development of the relationship with Maxxia.



The Solution



Maxxia provides David Cover & Son with full maintenance contract hire for company cars provided to the management team.

To support David Cover & Son, Maxxia introduced vehicle selection software to help compare different makes & models and understand the tax implications of particular selections. This has driven the development of fleet policy and vehicle choice lists. Utilising this system, the costs to the business and to drivers of specific choices are instantly available.

“The recent changes in the car market were making company car selection far more complicated, causing too much distraction within our business. Maxxia helped us make faster, more informed, practical business decisions and that in turn enables us to focus on what we do best – serve our customers.

We have an account manager who is available when we want him and we feel comfortable that we are working with a business that understands ours, rather than one which just lets me order cars. We have been challenged to think differently and David Cover & Son will be more efficient as a result.”

Roger Lewis, Operations Director



Why MAXXIA?



David Cover & Son wanted a fleet partner with a “can do” attitude and a belief in good old-fashioned customer service. Maxxia’s open and transparent approach to trading and willingness to provide a named individual as a point of contact, rather than a call centre, was a major factor.

Specifics of the solution



Maxxia delivers funding solutions, maintenance packages & cost information and a flexible approach to managing the re-scheduling of contracts, which helps with re-allocation of existing cars to different drivers across the fleet.

Results

- ✓ The introduction of the vehicle selection software very quickly allowed the existing list of approved vehicles to be analysed and various alternatives explored. This either confirmed that the existing company car list contained appropriate vehicles, from both company & driver perspective, or allowed for new options to be identified.
- ✓ A number of new vehicles have been ordered with more in the pipeline. David Cover & Son and its drivers can be confident they are selecting the right vehicles and that the financial implications have been quantified.

To find out more about how our fleet management solutions can help your business, speak to one of our experts on:



contact@maxxia.co.uk



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