

Macavis Construction CASE STUDY



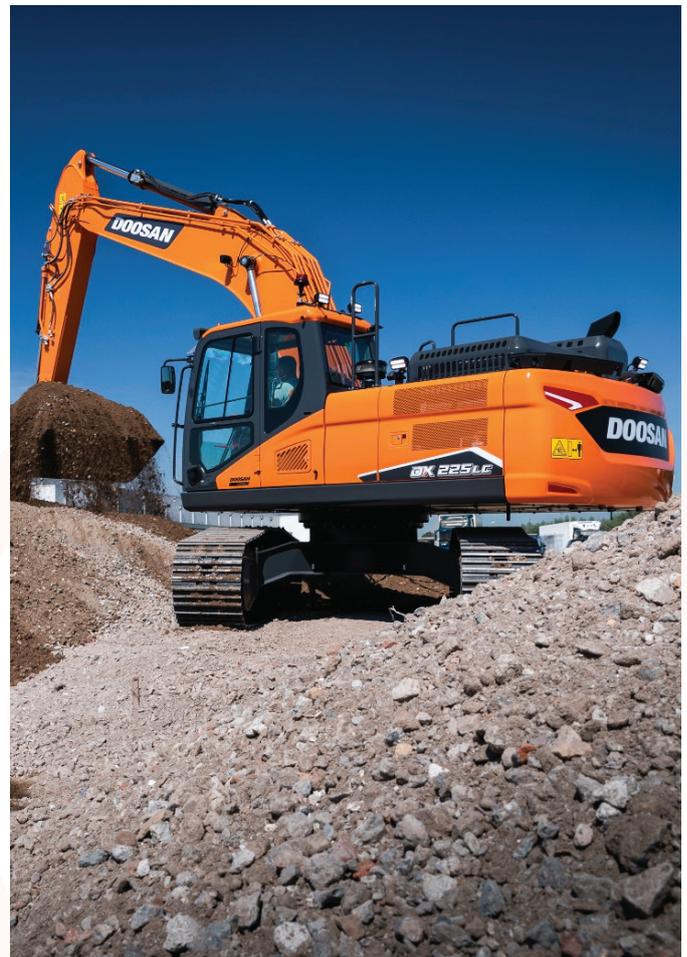
MACAVIS
Construction and Plant Hire Ltd

Macavis Construction and Plant Hire Ltd - A well-established, family-run independent builders' merchants, plant hire, and general construction sector business. They are a well-respected presence throughout Kent and have seen a huge expansion in recent years overseeing various small residential construction projects and sub-contract packages for large main contractors throughout Southeast England.

The Task

Due to their rapid growth, Macavis Construction and Plant Hire Limited were in the market to purchase their long-awaited Doosan DX225-LC7 excavator.

After a long-standing successful business relationship with Full Metal Finance, they approached us once again to secure the most competitive and all-around suitable finance deal for the purchase. In addition to this, we were also tasked with arranging the financing of two directors' vehicles, for the Managing Director himself, as well as his wife.



The Challenge & Outcome

We got to work finding a lender that, alongside offering the most competitive rate of finance, took a holistic view and would consider the impact of the investment on the customers cashflow.

Seeing as this machine comes with a very high price, the investment had to be centred around the finance terms secured, as well as sourcing finance with a sensible deposit level. This meant the customer was not caught short on working capital.

Due to our extensive lending panel, we were able to secure a Fixed Rate Finance Lease Agreement over a 5-year term, with a small 10% deposit for the Doosan excavator. We have very open and transparent communication, so we naturally ensured all parties were kept informed through-out the process, ending with a swift and positive result for all.

We also worked closely with one of our consumer-focused lenders, who were able to structure a competitive finance package that worked around the needs of the customer, allowing them to secure the in-demand director vehicles with a fixed rate unregulated hire purchase agreement.

Deal Terms

- 1x Doosan DX225-LC7 excavator @ £120,000 + VAT
- 10% deposit
- 5-year term

Cars

- 2x Land Rover Defender 3.0 D250 X-Dynamic HSE 90 vehicles
- Minimal deposit
- 4-year term, with a balloon payment

Key Facts:

- **Amount Financed:** £108,000 + VAT
- **Product:** Fixed Rate Finance Lease Agreement
- **Location:** Dover, Kent
- **Contact:** via Existing customer relationship

- **Amount Financed:** £134,234
- **Product:** Fixed Rate Unregulated Hire Purchase Agreement

“We have worked alongside Full Metal Finance for a good while. Knowledgeable, responsive and proactive, our customers trust their approach and the outcome they deliver. We will continue to recommend and point our customers in the direction of Full Metal Finance.”

Joe Kelland - Dealer

“We’ve worked with Full Metal Finance for over 7 years, and they are our one stop shop for anything related to business finance. Honest and approachable, we wouldn’t look anywhere else.”

John Davis - Customer