

## Case Study 3: Supplying a 20+ Vehicle Field Sales Fleet for John Mills Limited

### Client Overview

John Mills Limited (JML) – A UK business operating a nationwide Field Sales Team requiring dependable commercial vehicles.

### The Challenge

Managing a 20+ vehicle fleet required reliable vehicles, cost-effective procurement, efficient lead times, and strong aftersales support. Operational downtime would directly impact customer visits and sales performance.

### The Solution

PureVans supplied reliable, fit-for-purpose vans with competitive pricing and efficient lead times. Strong aftersales support ensured ongoing fleet performance and minimal disruption.

### The Results

- 20+ vehicle fleet supplied
- Reliable vehicles supporting field operations
- Strong aftersales support
- Efficient lead times reducing downtime risk

### Client Testimonial

“JML choose Pure Vans for our Field Sales Fleet because their vans are reliable, cost-effective, and well suited to the demands of our day-to-day operations. The consistent quality, strong aftersales support, and efficient lead times help keep our Field Sales Team on the road and focused on customers.”

— Marc Wheatley, Head of Operations, John Mills Limited