

## Client Testimonial: Visual Impact Mobile Displays Limited

"Admiral have helped me to grow the business and take advantage of business opportunities that I otherwise wouldn't have been able to get. They have worked wonders for us, and I wouldn't hesitate to work with them again, they are my go-to lender."

Malcolm Hawkins, Director

### It was Admiral's knowledge that really stood out

Visual Impact Mobile Displays Limited, based in the Isle of Wight, contacted Admiral Leasing & Loans after being unsuccessful securing funds with a different lender in the market. Director Malcolm Hawkins was looking for an understanding finance partner that would offer the support his business needed, rather than an inflexible attitude to lending. It was when he spoke with Carol Bolton, Sales Manager at Admiral, that he found the right fit for his business.

"Speaking with Carol it quickly became apparent that Admiral knew how to help us, how to steer us in the right direction and move us forward. Despite this being a very niche business, Carol had an in-depth understanding of our needs and objectives which she could relay to her team."

### We needed to react quickly

Malcolm required a multipurpose tailored screen for advertising and events, he identified a screen through a Polish manufacturer, but with the equipment in the UK. However, time was limited as the screen was about to be sent back to Poland, therefore securing the funds quickly was critical.

"The Admiral team appreciated that we needed to react quickly to secure the equipment, and unlike other lenders they were able to make decisions and provide the finance within just a few days. This has had a huge impact on the business and our ability to meet objectives."

### Admiral steered us throughout the process

It was important to Malcolm to work with a lender that really understood his business, and it is this relationship and alignment to the business requirements which has made Admiral's offering a perfect fit.

"Admiral took a real interest in my business and succeeded where others couldn't, I only wish I'd come to Admiral in the first place and saved myself both time and stress."

Admiral Leasing & Loans were able to secure the funds and get them in place within a few days, just in time before the equipment left the country.

"Admiral gave me the relevant information and all our dealings with them were positive, they are professional and know how to steer you throughout the process, I couldn't fault them in any way."

### The future's bright

This is a relatively new division of the company, and an area Malcolm is keen to grow. The way the business is progressing, they are already looking at more screen equipment for further expansion. Admiral knew Visual Impact Mobile Displays had strong potential as a business, with a great team behind it.

"Admiral have helped me to grow the business and take advantage of business opportunities that I otherwise wouldn't have been able to get. They have worked wonders for us, and I wouldn't hesitate to work with them again, they are my go-to lender. The whole process was straightforward and I'm very impressed."

Malcolm Hawkins, Director

"It's always a pleasure to help a new business and it's been fantastic to see how this particular investment has helped the company. We look forward to helping Malcolm achieve his ambitions of further expansion."

Carol Bolton, Sales Manager