

Leading the charge to net zero with Eric Wright

Lex Autolease and Eric Wright Group's 15-year partnership is built on a shared vision of a more sustainable future. When Eric Wright began their sustainability journey over a decade ago, they set a goal to deliver an ultra-low emission vehicle (ULEV) fleet by 2025. Lex Autolease offered support to help redesign the policy which would allow drivers to choose an electric company car with minimal impact on cost. However, tougher market conditions in 2020 brought additional challenges, making it harder for Eric Wright to achieve their vision early.

The solution: Taking a collaborative approach, Lex Autolease helped redesign the company car policy to keep Eric Wright on track to achieve their net zero target.

The challenges

Eric Wright's management team supported the introduction of electric vehicles (EVs), but had concerns about the increased costs, the practicalities of charging, and the available range of vehicles for drivers to choose from. With the help of the Lex Autolease fleet consultancy team, Eric Wright adopted a whole-life cost policy in 2012. This model accounts for not only monthly rental costs, but also business fuel costs, National

Insurance Contributions, disallowed Value Added Tax (VAT) and lease rental restriction.

More recently, supply restrictions and other market factors raised the cost and lead times of leasing EVs. Despite this, Eric Wright knew that the long-term benefits of EVs far outweighed any short-term concerns. To stay on track with their sustainability goals, they re-engaged Lex Autolease for a policy review.



Our solution

It was clear that the company car policy needed a redesign. The Lex Autolease account team worked closely with Eric Wright to create a new policy offering more vehicle choice within each band, while ensuring minimal cost impact to the group.

In a bold move towards an all-electric fleet, Eric Wright also removed all internal combustion engine (ICE) vehicles from the choice list. The new policy allowed drivers to choose from a range of desirable low-emission vehicles based on their grade, without creating an unsustainable cost burden. Lex Autolease supported this with cost analyses, demonstrating that fleet running costs would stay within budget.

Lex Autolease supported Eric Wright's rolling 10-year plan, which included securing a power supply at their new head office to support their innovative EV infrastructure vision. A series of meetings was organised with employees to ease concerns, address

misconceptions, and explain the long-term benefits of EVs. Throughout the process, Lex Autolease provided quarterly reporting to track the impact of EVs ordered, comparing progress to peers in the sector, and keeping Eric Wright on their net zero journey and 2025 goal.

Within the property and construction industry, filling vacancies is a priority, so an attractive car scheme is a crucial part of the benefits package for recruitment and retention.

“We’ve got to make this accessible for people that want to come and work for us, the option of a company car has always been a draw for potential candidates, and now electric vehicles are part of that tick list. Eventually, all fleets will be electric, but we intend to get there first.”

Steve Openshaw, Group Fleet Manager, Eric Wright



Up to 30%
lower total costs of running an
EV over a three-year period*

*based on 2020 live data from Lex Autolease quoting system

As low as 2%
benefit in kind rates for a zero
emission EV, down from 20%
or higher for ICE vehicles**

**based on 2023/24 and 2024/25 BIK rates

The outcome

Thanks to the joint effort, EV adoption at Eric Wright has reached an all-time high. Now, 77% of their car fleet consists of EVs, and 97% is made up of ULEVs.

Eric Wright met their ULEV car fleet target in 2022, over two years ahead of schedule. Lex Autolease provides continued support by regularly reviewing the fleet policy to ensure drivers have the best

vehicle choices available. Both companies are now collaborating on Eric Wright's light commercial vehicles to achieve a fully electric fleet by 2025.

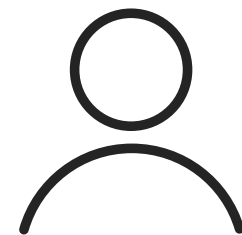
“There’s so much information out there that it can be overwhelming, so you need to have trusted sources like a leasing company that help you work towards a clear vision. Tapping into the right expertise gives you the figures you need to prove that your approach is tried and tested.”

Steve Openshaw, Group Fleet Manager, Eric Wright



Fleet of the Year

Awarded to Eric Wright Group in the 251-1,000 category at the Fleet News Awards, 2022



Fleet Manager of the Year

For Steve Openshaw, Group Fleet Manager, at the Fleet News Awards, 2022

