

## CASE STUDY: SYWELL GARAGE



### *Elsby & Co offer an “amazing service” for Sywell Garage*

Wayne Sidlauskas, Sywells Garage

Wayne Sidlauskas owns Sywell Garage ([www.sywellgarage.com](http://www.sywellgarage.com)) which is based in 5,000 sq ft premises at Sywell Aerodrome in Northamptonshire. Elsby & Co have been looking after Wayne's personal and business accounts since he set up as a solo trader in 2009. Originally offering a mobile service to keep overheads down, Wayne graduated to renting premises after just one year of trading. In 2012, the company expanded to its current premises at Sywell where six people now work.

As a start-up business, Wayne was unsure what to look for in an accountant, and so when a friend recommended Elsby & Co he decided to follow their advice. Since then, the business has gone from strength to strength and Wayne believes that Elsby & Co's support has been invaluable throughout the whole process.

*“It can be daunting when a business grows rapidly,” he says. “I had no previous experience of running my own company and so had a lot to learn on the financial side, but Elsby & Co has supported me every step of the way. If I get a letter or a form to fill out that I don't know what to do with they will happily sort it out for me. I feel comfortable asking my accountant Ben anything and have every confidence in the company as a whole.”*

Elsby & Co work across all areas of the business including managing tax affairs and preparing accounts as well as offering advice on rebates, tax credits and a whole range of financial issues. For example, on moving to his current premises, Wayne invested



*Wayne Sidlauskas of Sywells Garage and Ben Matthews from Elsby & Co.*

thousands of pounds in equipment to ensure that the garage could offer a full range of services. With help from Elsby & Co, he was able to obtain a series of rebates which made the investment easier to fund.

#### ***The financial advantages of restructuring***

When it became financially advantageous to change from operating as a sole trader to a limited company in April 2013, Elsby & Co were also on hand to help manage the process.

However, when Wayne was looking to purchase a house, he found it difficult to obtain a mortgage due to the company restructure. “Because we had been trading for a short while as a limited company, lenders simply weren't interested. We had set our hearts on a specific house, but the odds really seemed stacked against us,” explains Wayne.

#### ***Bringing the experts together***

Elsby & Co introduced Wayne to independent financial advisers Anstee & Co ([www.ansteeco.co.uk](http://www.ansteeco.co.uk)) so the two companies could work together to arrange a mortgage deal for Wayne.

Nick Ripley from Anstee & Co has 30 years' experience working in the

financial industry and so has built up great relationships with banks and building societies to support his extensive knowledge of the market. “Ben from Elsby and Nick from Anstee put a lot of work into ensuring that the figures added up, helping me to get a good mortgage deal. Without their input, I don't think I would have been successful,” adds Wayne. “They helped to ensure that a complex process became seamless - from my point of view at least.”

Thanks in part to Elsby & Co, Wayne is due to move into his dream property shortly and business is thriving. In addition to the range of financial services the company offer, Wayne has also found the general business planning advice and support valuable in ensuring Sywell Garage's continued success.

*“There may be cheaper accountants out there but I'd be more than happy to recommend Elsby & Co to anyone,” he comments. “The money that they have saved me over the past five years has easily paid for their fees. I feel confident that they have my best interests at heart. They always do what they say they are going to do and are proactive and friendly across the whole company. Basically, they offer an amazing service!”*

**For a no obligation meeting please call Carl Elsby on 01604 678 470 to find out why Elsby & Co describe themselves as accountants who are refreshingly different...**



*Elsby & Co are chartered accountants serving Northamptonshire and Leicestershire. The company offers a range of services including tax planning, financial strategies and business development as well as retirement and succession planning, profit enhancement and business start-up services.*