

A small graphic in the top left corner showing the silhouettes of three people standing and talking.

DEAL SHEET 2009

As products, Factoring and Invoice Discounting provide flexible alternative financing solutions for businesses that require help with their cash flow. Factoring and Invoice Discounting provide robust financial solutions for businesses struggling to stay on top of their finances in this difficult economic environment. The Asset Based Finance industry provides finance to firms employing over 1.4 million people in the UK.

This Deal Sheet was produced by the Invoice Finance Committee, part of the ABFA, which aims to increase understanding and raise the profile of Factoring and Invoice Discounting in the UK and Ireland.

The Asset Based Finance Association (ABFA) is an Association which represents the Asset Based Finance industry (which includes Factoring and Invoice Discounting) in the UK and Ireland. Currently over 46,000 businesses are benefiting from over £15 billion in lending from this industry.

To find out more about Factoring and Invoice Discounting products, or to read more Factoring and Invoice Finance deals, please visit www.abfa.org.uk/public/industryInformation.asp

A large background image showing the intricate wooden truss structure of a building under construction, with beams and supports forming a complex geometric pattern against a blue sky with light clouds.

VENTURE SUPPORTS TRUSS WITH GREAT SERVICE AND VALUE FOR MONEY

Truss Systems Ltd designs and manufactures engineered timber products from its base in the North East. When the company began trading in 2003, Managing Director Richard Bailey wanted both a Factoring facility, to guarantee cashflow and ensure headroom for growth, and protection against customers that fail to pay. He also wanted a financier that routinely exceeded standard levels of service to provide genuine extra value for his new business. His accountant recommended Venture, and within weeks Truss Systems had been accepted as a Venture Factors client, with a funding line of £225k.

Richard Bailey said: "Deciding to work with Venture was one of the best decisions I've made in business. Factoring guarantees cashflow and provides a highly professional credit control facility

as part of the package, while Bad Debt Protection gives us peace of mind." The Venture package is excellent value for money. Without it, Richard estimates it would cost at least £15k a year in salary for an in-house credit controller, in addition to the cost of credit and overdraft facilities. "Venture operates just like another arm of our business, so you have that reassurance that there is always someone else at the heart of your business who can offer you help if you need it. I couldn't imagine life without Venture."

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