



# COOKS OF BEDFORD

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I am so pleased we have found a finance provider who shares this approach.”

James Carrier, Managing Director  
October 2018







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OF BEDFORD LTD



#### **Who we are**

We can trace the history of our business back to 1948. My father, Jim, bought and incorporated the business in the early 60's from its original owner and it remains in the family under my management today.

As a well-established engineers' merchant, we are passionate about tools. We are experts in a wide variety of sectors, such as garage and workshop, power tools, hand tools, welding and fabrication and engineering.

Offering a high level of service is very important to us. With over 500 suppliers and our own fleet of vans, we are able to offer customers free next day delivery within a 50 mile radius and across the UK in just 2 to 3 days.

#### **The challenge**

Invoice finance working capital has been an important ingredient in our business for some time now. It provides much greater value for us than a bank loan in many ways, not least its flexibility.

When we started to use invoice finance we asked our accountant to suggest three potential funders to provide a quote. It was clear to us that Investec Capital Solutions had a good understanding of our needs and the approach to business we were looking for.

#### **Investec's solution**

The team is easy to deal with and have a business pragmatism which is very refreshing. We are a family business and we like to meet and talk to people to do business. I am so pleased we have found a finance provider who shares this approach.

#### **Outcome**

Cooks has a rosy future with Investec at its side. The facility has enabled us to recently hire two new reps. The effect on sales has been fantastic and it's been a great comfort to know we have the headroom to make important and positive changes to the business to take it forward into its eighth successful decade.