



# HORNCASTLE EXECUTIVE TRAVEL

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Peter and Christina Drummond, Owners  
October 2018







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#### Who we are

Our business can trace its history to 1893 as the travel department of the Common Brothers' Shipping Company, founded in Sunderland, North East England. The shipping side of the business is no longer in operation but the corporate business today remains a highly regarded travel management company. We acquired 100% ownership of the business in 2002 and have offices in Newcastle, Edinburgh and Norwich.

We still provide dedicated maritime travel and our expertise is in managing the travel requirements for ships' crew. Our corporate travel services, however, are much wider and the sectors we serve, far more numerous. We organise complicated and sophisticated travel requirements for both business and leisure clientele as well as for groups. We are proud to serve many major

brands and household names nationally and next year, 2019, is Horncastle's 50th anniversary in serving our clients as an independent travel company.

#### The challenge

The booking and purchasing arrangements we make on behalf of our clients can be substantial and intricate. Invoice finance therefore fits perfectly within our business model, making sure that our business has the cash it needs at the right time. However, we have discovered that not all finance providers are the same and an unwillingness to understand the very specific nature of our business has led us to look at sourcing a provider who was willing to actually build a facility that worked for our Company.

#### Investec's solution

Investec is the provider that has given

Horncastle the flexible approach required for its day to day business needs and they have shown a willingness to build a proper business relationship, manifested in a facility that works for us both. The flexible approach is refreshing and uncomplicated and they have taken the time to come and see us and generally keep in touch. We certainly wish we had used Investec from the start.

#### Outcome

Last year, Horncastle made the decision to expand into new markets, including the provision of an 'Out of Hours' service for other agents and to expand our operation into upmarket leisure holidays. All of our hard work has really paid off this summer with an increase in growth. We know with Investec at our side we can really seize upon new opportunities, confident that our finance provider will be a source of solid support.