



BURY HILL LANDSCAPE SUPPLIES

“The speed of access to our cash really sets Investec Capital Solutions apart”

John Coles, Director

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*Investec Capital Solutions previously known as Amicus Commercial Finance





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Who we are

Bury Hill Landscape Supplies Limited is a family run business selling a wide range of high quality topsoils, landscape materials, lawn turf and seasoned hardwood logs and coal, in addition to our exclusive trademarked loam, 'Bury Hill Black'.

The challenge

We have been supplying high quality topsoil to the landscape and horticultural trades for close to 20 years. We have recently expanded our operation to include delivery of a range of competitively priced high quality soils and landscape products as well as seasoned hardwood logs, kindling and coal throughout a large area of London and the South East. With that level of growth, comes a requirement for ready access to working capital.

Investec's solution

For a business such as ours, relationships are crucial. And the Investec Capital Solutions team went above and beyond to demonstrate just how much they wanted to work with our business – and how much they could help us transform it with a solution that was completely tailored to our needs.

What I think is really interesting is that Investec Capital Solutions have the technology, yet they still maintain the traditional values of putting people before the numbers.

The service we have received from our previous providers felt corporate and commercially-driven. Investec Capital Solutions, on the other hand, are refreshing; they offer a relationship-orientated approach, resulting in a supportive, highly personalised service.

Outcome

Investec Capital Solutions not only delivered what they promised but they also went over and above our expectations.

That applies to just about every touch point with our business: operationally, client relations, technology and, most importantly, our ability to meet supply and demand in cashflow.

But if we had to pinpoint one thing, it is the speed of access to our cash that really sets Investec Capital Solutions apart. The systems are so quick and efficient, we no longer have to wait overnight for our funds. I timed it; from raising an invoice in Sage to having the cash available took just five minutes. Also, the app is excellent and so much faster than relying on CHAPS payments.