

# Creating speedy access to working capital



## About Bury Hill Landscape Design

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 its exclusive trademarked loam, 'Bury Hill Black'.

## The challenge

Bury Hill have been supplying high quality topsoil to the landscape and horticultural trades for close to 20 years. Recently, it has expanded its 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 Bury Hill Landscape Supplies, relationships are crucial. The Investec team went beyond to demonstrate just how much they wanted to work with the business – and how much they could help Bury Hill transform with a solution that was completely tailored to their needs.

"Investec have the technology, yet maintain the traditional values of putting people before the numbers." Stated Bury Hill director, John Coles.

**“The speed of access to our cash really sets Investec apart.”**

John Coles, Director, Bury Hill  
April 2018



Corporate & Investment Banking

**Solutions. Capital. Empowered people.**

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

## Outcome

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

That applied to every touch point with the business: operationally, client relations, technology and, most importantly, the ability to meet supply and demand in cashflow.

Coles concludes; "if we had to pinpoint one thing, it is the speed of access to our cash that really sets Investec 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."

## About Investec

Investec Corporate & Investment Banking (CIB), part of Investec Bank plc, is an international corporate and investment banking business working with growth-orientated companies, institutions and private equity funds. Our people set us apart – empowered, straightforward and invested in our clients' long-term success. We provide our clients with a comprehensive range of solutions spanning capital, advice and treasury risk management. Founded in 1974, the Investec Group has grown successfully through its client-focused approach and ability to serve diverse and evolving financial needs. Investec Bank Plc rated A1 by Moody's and BBB+ by Fitch Ratings. Investec Bank plc is the main banking subsidiary of Investec plc, a FTSE 250 listed company.



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