



INTERNATIONAL COOKWARE DESIGNS LTD

"Investec continues to make a substantial difference to our business."

Derek Griffiths, Managing Director

April 2018

*Investec Capital Solutions previously known as Amicus Commercial Finance



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international
Cookware Designs

VICTOR



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a substantial difference
to our business.**

Who we are

Based in Telford, the home of cast iron manufacturing, Victor specialises in the production and wholesale of kitchen cookware and accessories. Our brand is highly regarded by serious chefs for its heat retention, durability and style.

The challenge

Demand for our branded cast iron cookware products continues to increase year on year and with Robert Welch having created many of our iconic designs, the future for our business is very exciting.

With this rise in orders, it is essential that we are able to bridge the cash flow gap between having to pay our suppliers in advance and gaining payment from our customers. We

needed a flexible invoice discounting facility that would release cash against the value of our invoices, often on the same day.

Investec's solution

Making the switch to Investec Capital Solutions from our previous lender couldn't have been easier and the transition was smooth and seamless throughout.

Investec's approach to technology is a big plus, with the facility linking straight into our accounting system. This enables us to transfer cash whenever we need it, without the additional administration involved in having to send off schedules and claims.

We really like what Investec Capital Solutions is all about. The fact they are a personable team makes a very big difference to us and we feel that

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Derek Griffiths, Managing Director

this has led to establishing a close working relationship in a very short space of time. It is reassuring to be able to pick up the phone or email in the knowledge that any queries you raise will be actioned immediately.

Outcome

Our sales ledger is a precious source of working capital, ensuring that we are able to fund our considerable momentum. The £200,000 confidential invoice discounting facility from Investec Capital Solutions does just what we need. It gives us the flexibility to pay our suppliers in advance, together with the peace of mind that the cash flow is always there.

We're very happy to be working with the Investec Capital Solutions team. Investec continues to make a substantial difference to our business as we offer an ever-growing range of imaginative and exciting designs to a growing customer base.