

Manufacturing

# Guardian Glazing Films



Actors/models have been used

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Nicola Enright  
Director  
Guardian Glazing Films

Birmingham-based Guardian Glazing Films has carved itself an attractive and valuable niche in its regional market, supplying and installing protective film for vulnerable glass in a range of public buildings, including schools and hospitals. The company also provides potentially vulnerable commercial buildings with solar and security film.

Some years ago, the company was on the expansion trail and considered two main means of funding its growth. According to Director Nicola Enright, “As a privately owned business, we were keen not to dilute our individual holdings in the company, so eventually rejected the idea of looking for outside investment. This left factoring, which became our chosen route.”

Nicola and her colleagues recognised factoring as a particularly suitable approach for the business. By ensuring immediate payment against the invoices they issued, they could be certain of maintaining a steady cash flow with no danger of holding long-term costs for their customers.

As Nicola says, “We already banked with NatWest, so we talked to them in the first instance. They put us in touch with RBS Invoice Finance, who took just a couple of months to get to know our business, learn about our future plans and tailor a cost-effective factoring solution to our exact needs.”

At the time, the company’s management believed they would need factoring for only two years as the business grew and became more profitable. However, it has proved to be a longer-term solution.

She is quick to acknowledge that maintaining a streamlined cash flow is still important to the business. “As our business volumes have grown, it’s not so vital that we receive immediate payment of our bills,” she says. “But we’re gaining from other benefits.”



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Among these is the reduced administrative burden on the business. As Nicola says, "There is a cost to the service, but it is less than appointing an employee to run a credit control function. And we have more time to focus on productive activities."

Then there is the Bank's FacFlow sales ledger software tool, which enables staff to track customer spending patterns more easily. "We can compare their spend over a number of years and quickly see if the totals are up or down," says Nicola. "So we can keep tabs on how the whole business is going, which is a great help in planning for future years."

Guardian Glazing Films is planning to expand into new markets, and Nicola highlights the confidence that working with RBS Invoice Finance has given them. "It's given us the freedom to use our own resources in a way that we can control as we build the business into the future," she says.

For further information on  
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