

“The facility enabled me to get the wholesale division up and running very quickly.”

Fraser MacIntosh, Director of Silevon Limited

## Factoring supports strategic changes at metal firm

**A Factoring facility set up by our Invoice Finance team is helping to support metal distribution agency firm Silevon Limited to move into the metal wholesale market.**

### About Silevon Limited

Established in 2011 by owner Fraser MacIntosh, Silevon Limited organises the distribution of metals in the UK and Ireland via an agency agreement for a large, overseas multinational manufacturer. The company primarily supplies specialist aluminum to the architectural industry and has supplied materials for use on some of the country's most prestigious buildings. These include Wembley Stadium, the Canary Wharf Crossrail Project and Blackfriars Bridge, as well as Glasgow's Science Tower and the Titanic Building in Belfast.

### How did we help?

Recent market influences such as a reduced sales portfolio and an unfavourable exchange rate led the company to take the decision to target a wider marketplace in order to protect and increase its own revenues. As a result Silevon needed additional working capital to support this new strategy.

Our banking team introduced Silevon to our Invoice Finance team who supported the company with a Factoring facility. This has generated working capital for the company to use when purchasing metals and is helping them enter the wholesale market and trade more efficiently.

Fraser MacIntosh, Director of Silevon Limited explained: “I have banked with Royal Bank of Scotland for many years and when I discussed my plans for the company with my local banking team they recommended the Invoice Finance team to me.

“Launching from a standing start, the Factoring facility has provided me with working capital to purchase metals and, critically, has enabled me to offer competitive payment terms to our customers.

“Both the banking and Invoice Finance teams have been really supportive of my decision to move into the wholesale arena and it has been great working alongside both divisions to find the most appropriate funding solutions.”

Paul McLachlan, Relationship Manager, Invoice Finance said: “The Factoring facility is working well for Fraser and helping him to get the wholesale division of the business up and running.

“We often work with our colleagues from different divisions of the bank and I am pleased that we are able to offer customers such a complete and rounded service. I have enjoyed working alongside Fraser and developing a successful working relationship with him.”



**Sector:** Metals  
**Service:** Metal distribution agency and wholesale

- Silevon Limited launches wholesale offering to complement metal distribution agency operation
- Our Invoice Finance team supports working capital with Factoring facility

### To find out more



Please email [information@rbsif.co.uk](mailto:information@rbsif.co.uk)



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The Royal Bank of Scotland plc, Registered in Scotland No. 90312. Registered Office: 36 St Andrew Square, Edinburgh EH2 2YB.

