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Frank Gillespie, Managing Director
of GPS Logistics Limited



Local start-up company on road to success

The first quarter of trading has got off to a positive start for new Falkirk based logistics company GPS Logistics. Since setting up in February 2015, the business has increased the number of routes it operates from three to 17, exceeding its annual target of 15 in only three months. The firm has recently secured a Delivery Service Provider (DSP) contract with large national retailer.

About GPS Logistic

GPS Logistics was established by owner and Managing Director Frank Gillespie, after he spotted a gap in the local market for companies offering a delivery service provider function to larger businesses.

How did we help?

Our Invoice Finance and Royal Bank of Scotland banking teams have provided financial backing to support this new business and its impressive growth. GPS has secured a working capital facility with our Invoice Finance team, which has been designed to support cash flow while the business becomes established. The company has also secured banking facilities with The Royal Bank of Scotland.

He said: “I have worked in the logistics industry for over 32 years and have plenty of experience running and managing operations in this area. I decided to set up my own business earlier this year after I spotted an opportunity in the local market and I haven’t looked back since.

“The business is growing quickly and we are establishing ourselves well. The plan for the next 10 months is to stabilise the business and its growth, so that I can ensure things are running smoothly before actively pursuing further expansion and additional clients next year.

“The support I have received has been unfaltering. Both teams have gone the extra mile to help get the business off the ground and the invoice finance facility is proving to be invaluable in helping us to retain a smooth cash flow. We invoice our customers on a monthly basis but the facility is enabling us to fund vehicle costs and pay drivers weekly.”

Paul McLachlan, Business Development Manager, Invoice Finance said: “Invoice Finance is an excellent facility for start-up businesses to use as it helps support working capital as a business grows. Frank has a wealth of experience in this industry and we wish him all the best with the development of the company in the coming months.”

Sector: Logistics

Service: Delivery service provider

- First quarter trading off to encouraging start for local start-up business
- GPS Logistics secure delivery service provider contract with large national retailer

To find out more



Please email
information@rbsif.co.uk



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