



SME Invoice Finance

Invoice Finance Accelerates Growth

Scott Leathers is the only major provider of motorcycle safety clothing that manufactures within the UK. The company has a growing order book and supplies various police forces, including the Met.

The business owner, Jim Aired, was working as an employee for a company in the early 1980's, which had gone into liquidation. Starting a similar business purely with his own funds, Jim soon recognised that factoring would supply the ready access to working capital that his cash-hungry business would need.

Mr. Aired comments: "After a meeting with SME, I could see that they genuinely do understand businesses of our size. We have a very good relationship. They keep us informed and do a very professional job in chasing our customers for payment."

With **the benefit of the high level of working capital available immediately**, they are now in a position to negotiate with the producers of high quality materials in Brazil to secure preferential bulk discounts.

Mr. Aired adds, "Now we are planning to go direct to the supplier of the materials rather than via the wholesaler, saving the business around £25k a year."

In addition to focusing on its core markets and expanding on the opportunities within the various UK police forces and the Ministry of Defence, Scott Leathers has recently embarked on new product development for some radically different markets.

With a strong commitment to innovation, matched with the support of SME Invoice Finance, Scott Leathers is a real highway star.