

Established natural stone supplier struggling with growth

"We were introduced to John Thompson of Trans Capital by a personal friend who had previously used his services. He has proved to be a first class business coach over the past two years, initially helping us through an exceptionally difficult trading position and once this had been resolved, working with us to support our business growth strategy.

During this time our business turnover has increased by some 50% and we have returned to profitability. He has provided significant support in assisting us in successfully sourcing new finance facilities for our business.

I have found John to be very understanding of our situation and from our first meeting it was clear that he would be able to help us. John is extremely knowledgeable and was able to convey to us very clearly what approaches might be adopted and what the timing might be for each of these. His charges were very reasonable and it wasn't until our third meeting that we discussed fees! I would be very happy to recommend him."

Phil Hart, Managing Director

About John Thompson

John Thompson of Trans Capital Associates **has 25 year's experience of successfully growing businesses**, is MBA qualified and a Registered and Approved Growth Coach for GrowthAccelerator, part of the Business Growth Service, helping ambitious businesses achieve rapid and sustainable growth by providing tailored, expert advice.

Executive Summary

Trans Capital Associates were introduced to this natural stone supplier by a previous client, at a time when they were experiencing difficulties in implementing and financing their ambitious growth plans.

- Within 2 months of our introduction new finance facilities had been put in place
- Within two years the business turnover had grown by 50%

Challenges

Whilst the business had been successfully trading for some years, it was yet to achieve that major breakthrough in profit and turnover growth. A bad debt meant that their resources were drained and their finance provider was putting them under pressure. Achieving business growth seemed a long way off and, at the time of our introduction, they were battling just to maintain the status quo.

How We Helped

The first task was to identify appropriate providers of finance who would both step into the immediate position with an appropriate package and also pledge additional funding as the business grew. This funding package was to incorporate trade finance, working capital finance and property finance.

We quickly identified two potential providers of finance facilities and had them present to the directors. The successful bidder was put in place immediately and has proved a highly effective partner. They continue to review and extend their facilities as the company grows.

Having overcome this barrier to growth, we set about working with the directors to refresh and revitalise their previous growth plans. We reviewed all aspects of the business, and its respective markets, and suggested appropriate changes and adjustments. Over the subsequent 24 months, the firm has seen turnover grow by some 50%.

We continue to work with the directors in a coaching capacity.

Results, Return on Investment and Future Plans

This client was in the process of developing a significant growth strategy, when it suffered a significant bad debt that put their available working capital under severe pressure; the situation was further exacerbated as their existing funder reduced their facilities.

Our introduction resulted in the successful identification and implementation of new finance facilities for our client. Furthermore, we revisited and revitalised the company's growth ambitions resulting in a 50% increase in turnover in the second year of our involvement.

Get in touch

Set up your free and confidential consultation with us today, giving you clear sight of the options for maximising your business opportunities and addressing key issues that may be holding you back. Visit us [here](#) or call us on **0845 689 8750**.