

# AngloScottishNews

ISSUE ONE

## Our Door is Still Open!

Unlike a lot of the mainstream banks and finance houses, over the last year we've been helping our clients navigate the financial strain. Whilst other lenders have, stopped lending, we have been actively helping our clients with asset finance and refinance.

We can do what our competitors can't because we are not tied to any one set of underwriting criteria or subject to sudden changes in policy like many of the banks.

Even Barclays pulled out of a key area of small business lending last week, even as it was promising the chancellor that it would boost loans to small firms this year.

The bank told customers with turnovers of less than £5 million per year it would no longer provide them with asset finance.



Ian Lewis, the MD of a Berkshire based printing company and Barclays' client for 29 years said that he was stunned when the bank turned down his application due to a shift in company policy.

As a result of the actions taken by the banks Anglo Scottish Finance has found an increase in business as customers are not only being refused by their banks but also the margins the banks are charging have gone up considerably.



## Excellent Erections Every Time!

Priory Scaffolding are a new and exiting scaffolding company, that are getting noticed not only for their good work, but also their humorous signs.

Their humorous tag-lines include: "On your building's side!", "Ahead in the poles" and "Excellent erections every time".

When fledgling scaffolding company Priory Scaffolding needed to expand quickly to cope with an ever increasing order book, they approached Anglo Scottish Finance.

By introducing an extra team to the business, a new vehicle and additional scaffold was required. Anglo Scottish provided the finance for the vehicle at a competitive rate and £25,000 worth of scaffolding, which their own bank wasn't even prepared to consider.

*"Whenever I contact Anglo Scottish they have been professional and efficient. They sourced a competitive deal and were able to a deal that my bank could not."* Andrew – MD Priory Scaffolding

# Dinner Money!



## Anglo Scottish were delighted to be introduced to the North East's leading food producer Tanfield Foods.

Tanfield Foods employs over 100 permanent staff and is currently listed in Sainsburys, Waitrose, Tesco, Asda and Morrisons and has a strong presence in many other UK retailers.

It was during a period of expansion and acquisition for the client and the client needed to speak to someone with a corporate

finance background and understanding of the industry.

The company needed to purchase a new line consisting of 4 components from 2 suppliers. The new line was only valued at 50% of the purchase price as it is quite specialist equipment.

Therefore we refinanced their existing lines/equipment on a separate deal, which gave us sufficient funds to pay the deposits on order for the new larger items at 30% of purchase price and also pay for one of the smaller items outright. Once the new machines had been built we were then able to release the 2nd deal to pay the next trench of 60% holding back 10% until machines could be inspected in situ to the customer's satisfaction. The only monies the customer had to find at each tranche was the VAT which of course they could reclaim.

*"Anglo Scottish provided us with a very flexible and competitive funding solution, I would recommend them without hesitation."*



## New addition to the team

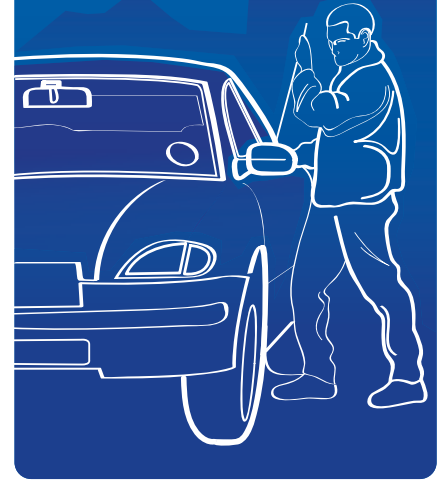
David has recently joined us a new member of our corporate asset finance team. He has considerable experience and will be a valued member of staff at Anglo Scottish Finance.

dave.innes@angloscottishfinance.co.uk

## New investment...

The admin team at Anglo Scottish process over 2000 deals per month. Investment was needed to ensure our dealers get a service second to none. We recently made a considerable investment in a new computer management system which enables us to get instant decisions, automated acceptances, automated responses & automated commission statements.

We also offer a free online dealer proposal system and deal tracking facility. For more information please contact us.



## Free GAP Insurance!

**For every qualifying car financed in March, Anglo Scottish will give away a free GAP Insurance.**

*(Subject to suitability)*

GAP insurance pays the difference between any insurance payout and what you owe the finance company in the event of a write off.

**Even though you're insured, your payout could stop here...**



**If you are wise, we'll pay the rest...**

For more details please contact  
Paul@angloscottishfinance.co.uk

### Key Teams

#### Corporate Finance

Hire Purchase, Finance Lease, Contract Hire, Sale & Leaseback, Re-finance, Factoring and Invoice Discounting.

#### Car Dealer Support

Prime and Non-Prime car dealer packages and incentives.

#### Commercial Dealer Support

Prime and Non-Prime LCV / HGV dealer packages and incentives.

#### Property Finance

Commercial Mortgages and Bridging Loans

### Contacts

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