Able Commercial Finance

NEWFIELD FABRICATIONS

CASE STUDY

> *With Able's ongoing support, Newfield is well placed to expand further while managing the financial ups and downs of the manufacturing sector.*
>
> **Josh Dudley-Tool**

OVERVIEW

Newfield Fabrications is a well-established engineering and fabrication business based in Sandbach, Cheshire. With customers such as JCB, Leyland and DAF, the company has built its reputation on quality, precision and investment in modern machinery.

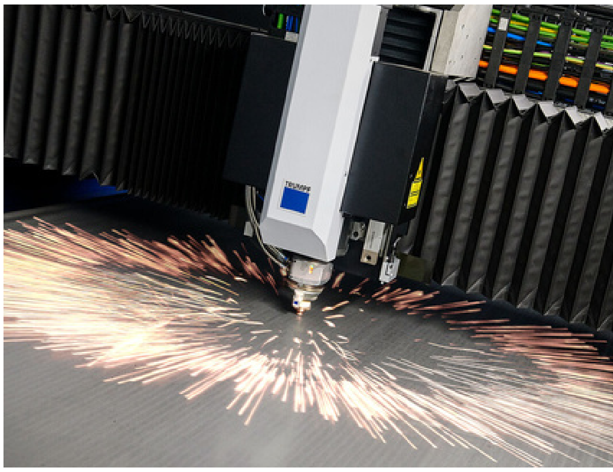
In 2017, the founder was preparing to retire - his son remained in the business but didn't want to take on full ownership.

THE CHALLENGE

A management team led by Josh Dudley-Toole stepped forward to acquire the company.

The team needed a funding package of around £4 to £4.5 million which had to cover the acquisition itself as well as provide working capital to deal with supplier changes, legal fees and the other costs that can appear after a change of ownership.

THE SOLUTION



Able Commercial Finance worked alongside the company's accountants to put together a blended package that ensured both the immediate and ongoing needs of the business were met.

This included:

- Invoice finance to accelerate cash flow
- Asset finance against existing plant and equipment
- A working capital loan with a six-month repayment holiday
- R&D tax credits identified and claimed to generate further cash

The result was a smooth acquisition with the vendor paid in full and the son of the founder remaining in the management team for continuity. The working capital loan was repaid within a year, helped by the R&D rebate.

LONG-TERM SUPPORT

Since the acquisition, Able has continued to work closely with Newfield, introducing further facilities as the company has grown. These have included:

- Ongoing invoice finance to manage cash flow
- Asset finance to purchase £1.5 million of new machinery (a high-speed laser and automated press brake systems)
- Cash flow loans to cover seasonal dips when major customers shut down for maintenance
- Refinancing of equipment to release additional capital - a £400,000 raise on a undervalued machine

These steps have helped transform efficiency, cut staffing costs and open new markets. Turnover has grown from approximately £8 million to around £15 million in just seven years.

THE FUTURE

With a modernised plant and stronger financial base, Newfield is continuing to invest in growth and efficiency. As Managing Director Josh Dudley-Toole explains, the company is "pragmatic and deal-focused" and with Able's ongoing support, Newfield is well placed to expand further while managing the financial ups and downs of the manufacturing sector.

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