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# The Art of Support

When J Newsome Tools needed support in getting their European expansion off the ground, Lloyds TSB Commercial Finance were perfectly placed to give them the financial lift they were looking for.

J Newsome Tools have come a long way since they began in 1967, selling hand saws, chisels and trowels to builders out of a van. They have grown into one of the largest tool suppliers to DIY stores, car and tractor manufacturers in the country.

Having boosted sales by 10% last year and predicting similar sales growth this year, Newsomes wanted to take advantage of overseas demand for UK tools and of the UK demand for some of the tools being developed in China.

This is where Lloyds TSB Commercial Finance were able to help.

By using an invoice discounting facility from Lloyds TSB Commercial Finance, Newsomes were able to replace existing overdraft and trade finance facilities, releasing value from its sales ledger and providing funds to invest in new stock.

Owner Martin Newsome said: "By using a funding facility from Lloyds TSB Commercial Finance, we were able to capitalise on discounts when building-up stock because we have good access to working capital. The business is in a strong position for the future."

**To see how we can support your business, call us on 0800 55 00 22 or visit us online at [www.ltsbcf.co.uk](http://www.ltsbcf.co.uk) to find out how much funding may be available to you.**

**insider**

South West Specialist Finance Team of the Year 2008 (3rd consecutive year)

Midlands Asset Based Lender of the Year 2009

Central and East England Specialist Finance Provider of the Year 2009



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