

## Tower Leasing Ltd

Sector: Broker

Description: When a flexible funding approach is required, Tower Leasing look to Just Cashflow and the Revolving Credit Facility.

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Established since 1989, Tower Leasing Ltd is a funder with the support of brokerage facilities. They create the opportunity for businesses to manage their cash flow whilst being able to secure the latest assets and technology which enables their customers to stay competitive.

Tower Leasing has been working with Just Cashflow for a few years and know that they are the lender to talk to when a flexible approach is required by people who understand business.

A recent example of this was when Tower Leasing had a client with a couple of large purchase orders which they needed to fulfil. However due to circumstances related to a difficult year they knew they would struggle to get the finance they needed from mainstream lenders.

The client required £150,000 as a short term stop gap to enable them to fulfil orders worth millions of pounds. Because this was a 'specialised lend' and security would be required, Tower Leasing knew they needed the support of a lender who would look at this differently. Someone who would consider the bigger picture.

They came to Just Cashflow.

As it happens their client had secured a funding offer from another lender, however there were upfront fees involved and the funding was a lot more expensive. While price was of course a consideration, they also wanted the funding quickly in order to fulfil the orders so speed was another important factor in their decision making.

Just Cashflow were able to provide the required funding in around a week, which Tower Leasing said was extremely quick given the complexity of the case.

Their client was able to fulfil their big orders which helped their growth and development.

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“Communication with Just Cashflow has always been excellent. They have good people who are knowledgeable and who understand business. Their process is clear and easy to understand and it is great to be able to get access to the right people to speak to when questions arise.

In this particular case Just Cashflow ensured that the documentation and paper work was limited to what was totally necessary and their back end operations was very slick.

The broker support is excellent.”

**Darren Hill**  
Direct Sales Account Manager  
Tower Leasing Ltd



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