

CASE STUDY



Flexible financing gives logistics company DCB a boost



Challenge:

DCB has been finding it difficult to balance its cashflow needs as the company juggles meeting payments to suppliers with receipts from customers.

Situation:

The company found it could no longer rely on traditional overdrafts to meet its funding requirements.

Solution:

- Lock Finance worked with DCB to offer debtor financing.

Dunedin-based DCB International Ltd can now scale greater heights as it focuses on generating new businesses armed with flexible financing.

"We have had some very strong years of growth," managing director Mark Willis says, adding that the company's wings were clipped by limited fixed overdraft and lending terms.

"Lock has enabled us to continue our business. Because so much of our volume was in the ledger, it was difficult to know our requirements."

The access to funding, based on the amount it invoices, means open access to financing. The only constraint on the company now is how much limit it places on its growth, Willis says.

DCB, with its roots in customs broking, has been around since 1969. It now offers a full spectrum of international freight forwarding and related services, covering over 100 destinations worldwide in import and export services.

The company has extensive experience in working with shipping lines, airlines and customs, enabling it to provide a one-stop shop for exports and imports.

"We have major connections and tentacles, so to speak, in many types of industries, and have experience in helping first time importers/exporters," Willis adds.

Technology investments provide updated information on cargo to customers who work under tight just-in-time regimes to achieve the shortest time between a product leaving the warehouse to receipt of the cargo, he says.

To find out more about DCB International Ltd, visit www.dcb.co.nz

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Mark Willis
 Managing Director, DCB International Limited