

Greenbank Recycling Solutions: Finance partnership for waste consultancy in the UK



Greenbank Recycling Solutions

Greenbank offer a consultancy-based service helping businesses increase efficiency, reduce costs and make the waste management process more sustainable.



Challenges

- A customer of Greenbank Recycling Solutions required an upgrade of their existing cardboard recycling process. The solution was three separate, extensive systems including fully-automatic balers and conveyors.
- The customer is an international logistics group providing supply chain solutions for restaurant chains around the world. Its headquarters are in the US, with a significant number of sites in the UK.
- The investment in these balers was considerable therefore it was in both Greenbank and the customers’ interest to utilise a finance solution to facilitate this transaction.

Solution

- The SFS UK-based account manager leveraged his relationship with his SFS US counterparts to gain a deeper understanding of the financial position of the customer to ensure a successful credit approval.

Benefits

- Greenbank secured the sales of five balers without having to manage the approvals process with its US-based customer. This research and due diligence conducted by SFS lays the groundwork for future sales with this customer.
- The balers support the customer’s sustainability goals, reducing space needed to store the waste and the cost of disposing of it, while opening up potential revenue streams through recycled bales.

“The sizeable exposure, the location of the customer’s financial decision-makers, and the required speed of the transactions could have put off even the most experienced financier. Siemens helped make this process as painless as possible.”

Ashlyn Saltmarsh, Executive Assistant, Greenbank Recycling Solutions