Finance enables quick access to packaging equipment for healthy snack manufacturer in the UK

ALPMA GB

Established in the UK since 1981, ALPMA is a provider of specialist production solutions for the food industry.

Focusing on cheese production including automation, production, cutting and packaging.

Challenges

- Following a spending freeze from its holding company, a healthy snack manufacturer had no access to capex for a 1-year period.
- The business urgently needed new packaging machines to create shelf-ready packaging to cater to increasing retail demand.
- SOMIC, an OEM that supplies packaging machines with Siemens drives and components into the UK via their agent ALPMA GB, had exactly the machines needed. Nonetheless, the manufacturer was unable to release cash for the investment.

Solution

- To solve the manufacturer's very urgent need for the machines and overcome the freeze, Siemens Financial Services (SFS) set up a rental agreement that meant the company was able to rent the machine over a year instead of purchasing it.
- SFS worked closely with SOMIC to negotiate delivery in the UK before any payment was made. Under this unique agreement the manufacturer released funds as soon as the machinery was delivered on-site thereby facilitating a favourable deal for both the OEM and the customer.

Benefits

- The manufacturer was able to access and use the machinery right away, without the need for prior payments.
- Both SOMIC and its agent ALPMA GB were pleased with the outcome, which enabled the OEM to supply the equipment in collaboration with Siemens and SFS.
- The success of the agreement helped to build trust between the manufacturer, SOMIC and SFS and has opened the door for future projects.

> "The only finance partners worth dealing with are those that really know our industry and can therefore create financing arrangements that perfectly and intelligently fit the client's requirements. That's a description which neatly fits SFS"

Tony Williamson,
Sales Director - GB, ALPMA

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