



Background



B M Injection is a family owned and run injection moulding company based in Whitchurch, Hampshire that has been operating since 1984. The company has full 3D CAD/CAM facilities, along with 20 moulding machines, welding facilities, and tooling and assembly capabilities. B M Injection specialises in thermoplastics for the automotive and aerospace industries.

The business was initially started to offer Trade Moulding - the manufacture of pre-production, specifically designed plastic fasteners for the automotive industry. As business developed and their customer list grew, B M Injection were able to establish a full production tooling and injection moulding facility. These products and services have been the mainstay of business for B M Injection for the past 20 years, during which time facilities and systems infrastructure have evolved.





Challenge



B M Injection identified a used 2010 machine that it wanted to acquire in order to aid the growth of the business. The new machine would replace an existing unit and the replacement would enable the business to increase its productivity and better control its production costs. The machine was being offered by a German supplier and the acquisition needed to be funded in Euros. The company wanted to use hire purchase as the funding instrument as ownership of the machinery was key. Having worked with Maxxia previously, B M Injection approached us again for assistance with this latest acquisition.

The Solution



As experts at handling these types of requests, Maxxia (in consultation with B M Injection) managed the entire acquisition process plus the payment for the equipment. Thanks to a currency indemnity agreement, we were able to pass on the benefits of positive fluctuations in exchange rates directly to B M Injection. As the equipment that B M Injection was acquiring was only five years old and a well-known, high-quality piece of apparatus, we chose not to value it beforehand or carry out a pre-agreement inspection. This meant less delay for B M Injection and a much faster acquisition process.

Why Maxxia?



B M Injection had worked with us before and appreciated our transparent approach to financing. With a strong relationship in place, the client knew they could come to us when they required equipment and we'd help as best we could. In this instance, B M Injection knew that with our experience in foreign currency deals, we could pass on any benefits if the exchange rate fluctuated.



Specifics of solution



B M Injection were looking to acquire this latest piece of equipment on a hire purchase basis. This would mean there was a minimal capital outlay and manageable monthly payments. Having found the milling machine they were looking for, B M Injection notified us at Maxxia. To help meet B M Injection's needs, we approached the German supplier and arranged invoicing directly. They were happy to deal with us directly and the sale went through as planned. The equipment was then shipped to B M Injection who are now simply meeting their monthly payments with us.

Results

- ✓ B M Injection can now offer their customers bespoke moulds more efficiently
- ✓ Resource costs are reduced due to unmanned machines
- ✓ B M Injection were able to build prototypes quicker
- ✓ **Continued business growth and expansion**

“Having worked with Maxxia before, I knew they would strive to meet my needs and offer a transparent payment structure with clear and concise guidance. They were a great help and B M Injection can now look to future growth”

Tim Combes
MD - B M Injection

If you would like to find out about the best way to fund your future and existing equipment needs, feel free to speak to one of our experts on:



contact@maxxia.co.uk