



Barclaycard Business - Fitting out TSF Retail Solutions with the best possible service

TSF Retail Solutions Limited was set up in 1986. The company, based in Washington Tyne and Wear near Newcastle, carry out fittings and joinery for multi-national companies across the UK and Ireland. The 110 employees pride themselves on providing a quality service which has produced an annual business turnover of £22.5 million.

TSF Retail Solutions Limited has used the Barclaycard Business Corporate Card Scheme for five years. It employed Barclaycard Business after deciding to maintain all of its banking needs under the Barclays group. TSF Retail Solutions currently have five corporate cards held by the managing director and various project managers. The cards are issued on a basis of seniority and need.

Central to TSF Retail Solutions' business is its ability to serve multi-national clients across the whole of the UK and Ireland on a project by project basis. As a result it is important that project teams are kept operational and on the road at all times. Since their introduction, the Barclaycard Business Corporate Cards have proven essential to TSF Retail Solutions in meeting this goal.

The main role of the card is to keep the project teams on the move by booking travel in advance. Ron Kirk, Financial Controller, explains that the company uses a wide variety of transport- plane, train, coach and boat- to dispatch its employees around the country to meet clients. This transport is booked on the corporate cards in advance often using secure online booking services.



Accommodation for employees staying on-site over night is needed to ensure that projects are completed in time to meet client's deadlines. TSF Retail Solutions have a system of pre-booking and holding rooms for overnight accommodation in advance. This is organised centrally at head office. By using the corporate cards to pay in advance, employees do not need to carry any form of payment with them.

Ron Kirk explains:

'Our corporate cards allow us to book all travel and accommodation in advance. This means that our employees on the road don't have to worry. Everything is taken care of on the cards- our teams just turn up and get on with the job.'

The package of services provided by Barclaycard Business enables each of the card-carrying employees to use the cards in different ways. The main card holder is the Managing Director. The vast majority of monthly expenditure is on his card, including travel and accommodation on behalf of his team. Project managers use the cards to deal with costs that can not be paid for in advance, for example fuel, extra materials and corporate entertainment. In the finance department the cards are used to pay subcontractors or suppliers for which the company doesn't already have an account. Often these suppliers prefer immediate payment by card.

Ron Kirks says:

'The corporate card scheme has been flexible in meeting our needs. By adjusting credit limits on each card we are able to allow individuals the expenditure they need whilst maintaining control of the company's finances.'

Barclaycard Business Corporate Cards provides numerous benefits to the administration department.

- Regular monthly statements provide an accurate check on expenditure
- The need to keep and manage petty cash is reduced
- Out going payments are consolidated into one monthly bill

Ron Kirk concludes:

'We have a large expenditure on our corporate cards. They are relied upon for travel, accommodation, fuel, and extra materials. The cards have become a key tool of today's business operation.'

Barclaycard Business Corporate Card -
Complete control wherever you are

**For further information on how
Barclaycard Business could help
your organisation realise the benefits
of corporate cards contact our
Customer Services team on**

0870 1540 134



This information is available in large print, Braille and audio format by calling 0870 154 0124.

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