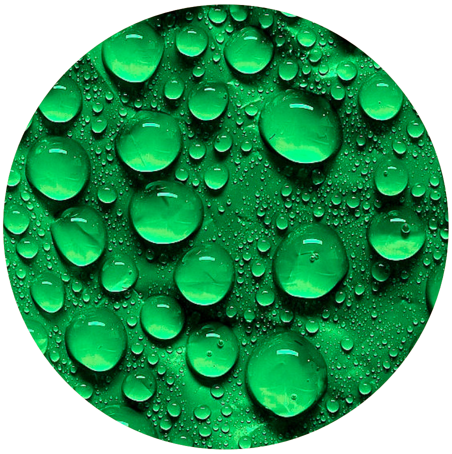
Capital Valley Plastics

The Grade II listed building that houses Capital Valley Plastics was originally a brewery, sited in the Afan Valley to use the natural water supply of the Afan Lwyd which flows through the valley. The brewery closed in 1938 and the site has been associated with plastics for over 50 years, originally when plastics company EMC was founded in 1967 replaced by Capital Valley Plastics in 1987. During that time, thousands of tonnes of plastic have been recycled.



As a business, they remain committed to harmonizing industry with nature. Capital Valley Plastics manufacture polythene sheeting for the construction industries, Damp Proof Membranes, Damp Proof Courses, Vapour Control Barriers and Gas Resistant Barriers to name but a few. The company has recently won business innovation awards and manufacturing awards for these top quality products, including the hi-performance range of products the company produces under the Radbar brand. It has its own recycling plant, which it moved to a new 38,000 sq ft facility in early 2018 and will create a further 30 jobs over the next few years. The new recycling plant has a further capacity to recycle plastics to over 9,000 tonnes per annum; the plastic material would otherwise end up in landfill or even worse in our oceans, in our seas, or on our streets. The company is very proud of its environmental friendly and green credentials and has also invested heavily in more energy efficient motors for its production lines so it is reducing its carbon footprint and energy usage as it recycles damaging waste into high quality, award winning products.

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Capital Valley Plastics

We met Roger Philips, MD for the company, to look at the business opportunities and performance. For this superb business, turnover has doubled in the last four years, and the company has already secured additional large contracts which will come online from July onwards, marking 2018 as potentially the most successful year to date. The business has not been without its challenges however, and first opted for credit insurance in 2015, after two significant bad debts impacted extensively on the cash flow for the business; both were long established companies who appeared credit worthy, and both left the business reeling.

Roger comments "Credit insurance was not something we had considered historically, but two large bad debts in quick succession made the move a no-brainer.

Having it in place has not only provided a safety net, albeit a thankfully unused one to date, but has also helped us to improve the quality of our customer base, highlighting many clients that were simply too high risk, and helping us make informed decisions on who to extend credit to, and how much.

We've taken some tough decisions, and no longer supply many of the companies we used to; but the quality of our product has allowed us to continue to grow turnover even while being more selective about who we extend credit to."

The future for the company looks rosy as not only does turnover continue to grow, but also as the company seeks to restore and repair their original Grade II listed building, which burned down in a fire. They plan to create an industrial museum on-site and also to create a viewing platform for visitors, including local school children, to see both the history of this great business, and the living, working operations too. Outstanding!

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