

BOOSTING WORKING CAPITAL

Revere Plastics improves working capital with a **tailored supply chain finance solution**

Revere Plastics, a mid-size plastics manufacturer, needed to improve its working capital position while standardizing supplier payment terms. Partnering with eCapital, the company implemented a flexible supply chain finance program that has strengthened liquidity and supplier relationships.

THE CHALLENGE:

Improving working capital and supplier engagement

Revere Plastics recognized the need for a more tailored approach to working capital management.

“As a supplier, we have participated in some of the larger programs sponsored by our customers,” said Brad Frederick, CFO, Revere Plastics. “But what we found was that those were tailored to more substantial enterprises. As a private equity portfolio company with revenues closer to \$250 million, we needed a supply chain finance program that would scale to meet our needs, and the more traditional players weren’t a fit. We were looking for a more white-glove experience better aligned with the needs of a medium-sized company, emphasizing customer service, attention, and flexibility.”

Revere Plastics also needed to include smaller and mid-sized suppliers in the program to maximize the working capital impact.



Company profile

**LOCATION**

Michigan, USA

**COMPANY SIZE:**

Mid-size company

**INDUSTRY:**

Manufacturing

**FINANCING SOLUTION:**

Supply Chain Finance

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THE SOLUTION:

Fast, flexible, and user-friendly supply chain finance

eCapital worked with Revere to design a solution that:

- Negotiated a 30-day payment term extension with suppliers
- Onboarded the initial supplier cohort within weeks using eCapital FastTrack®
- Provided a dedicated customer support team to assist Revere Plastics and its suppliers
- Offered visibility into invoices, repayment structures, and available credit

From early in the partnership, the solution delivered both operational efficiency and working capital flexibility.



THE RESULTS:

Improved liquidity and scalable supplier support

The program generated an initial \$4 million working capital lift within months, improved cash forecasting, and strengthened supplier relationships by offering early payment for eligible invoices. By taking

an incremental approach to onboarding suppliers, Revere is positioned to expand the program further and potentially double the working capital impact.

“eCapital has provided us with a creative way to improve liquidity and assist in our growth path,” said Brad. “But even for other companies that aren’t in growth mode, there is also a need for liquidity. Whatever the reason, I would say eCapital certainly provides a real viable option that people don’t always think about when considering cash flow. A lot of people just think about going to the bank and looking for a line of credit or something similar, but this is a nice and creative way to enhance liquidity.”

“

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LET'S TALK

888.230.3479 | PartnerTeam@eCapital.com



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