

Case Study

Palmer Environmental Ltd



The Business

Part of the Halma Group, Palmer Environmental Ltd was set up 20 years ago and now has a £10million turnover and employs over 40 staff. Palmer designs and markets specialist water leak detection equipment, pressure controllers and loggers to manage leakage in water networks.

Palmer sells and rents a range of products to water boards including the market leading Permalog Leak Detector, 60% of which are sold overseas primarily in the US but also Europe and in particular Spain.

Behind all the products are increasingly sophisticated applications of technology and software. Palmer invests heavily in R&D and is working on radio technology developments to deliver data direct to office based terminals, eliminating the need for its leak detector units to be driven around, which will mean big cost savings for water companies.

What we did

Palmer Environmental could see that there was considerable opportunities world-wide to increase its sales but in order to do that needed to invest in capacity and staff. This investment was made possible with the help of £180,000 Regional Selective Assistance Grant from the Welsh Assembly organised by Broomfield & Alexander's Corporate Finance Team.

Our team helped:

- Prepare the business plan and financial forecasts to support the funding application
- Identify and access a number of funding providers
- Manage and deliver a successful £180,000 RSA grant, which will allow Palmer Environmental to create 16 new jobs, build a state of the art training facility and establish a team of mobile engineers



What Palmer Environmental said about us

“The RSA grant which we have secured with Broomfield & Alexander’s help is highly significant in that it enables us to reach our financial and growth targets in a timescale that would not have been possible otherwise, allowing us to keep ahead of the competition and to ensure that we reach our strategic goals”

Jeremy Llewellyn, Financial Director, Palmer Environmental Ltd

To find out more about Palmer Environmental and their products please log on to their website at www.palmer.co.uk