

SPECTRUM COMMERCIAL SERVICES

Recent Transaction

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| <p>COMPUTER HARDWARE & STORAGE DISTRIBUTOR</p> <p>WORKING CAPITAL FINANCING</p> <p>Revolving Line of Credit</p> <p>Accounts Receivable Inventory Marketable Securities</p> <p>\$4,000,000</p> |
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The Situation

- *This distributor needed a new financial partner after the recent recessionary downturn caused them to suffer operating losses as well as a debt to equity covenant issue with their existing lender.*
- *SPECTRUM was brought in when the existing bank sought to exit the loan.*

The Solution

- *A referral was made to SPECTRUM by another bank to provide the company with a financing solution to allow them adequate working capital to finance their operations.*
- *SPECTRUM provided a \$4,000,000 Line of Credit based on accounts receivable, inventory and pledged marketable securities.*
- *The referring bank participated with SPECTRUM on the new Line of Credit.*

The Benefits

- *The Distributor was able to pay off their existing line of credit and establish a new banking relationship. The company now has the working capital financing it needs to fund its operations and its future growth.*
- *The Bank:*
 1. *Added another credit to its portfolio.*
 2. *Obtained all the operating accounts of the company.*
 3. *Added the ability to cross sell other products and services.*
 4. *As the referring bank, it can take over the entire credit at any time.*

**Since 1995—SPECTRUM has provided Asset Based and
Accounts Receivable Financing Solutions to Local Businesses
Needing from \$200,000 to \$6,000,000**

*Please call for more information about how SPECTRUM may be able to
offer a solution for challenging credits you encounter.*

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