

SPECTRUM COMMERCIAL SERVICES

DISTRIBUTOR OF ELECTRICAL SUPPLIES

RESTRUCTURING FINANCING

\$1,500,000

Revolving Line of Credit

(Accounts Receivable and Inventory)

\$1,320,000

Commercial Mortgage Loan

(Owner-occupied Commercial Real Estate)

\$180,000

The Situation

- *The company, formed 60 years ago, was restructuring via staff reductions, tighter financial management and enhanced marketing. The incumbent bank, however, simply wanted the company to exit and was not interested in providing increased financing to assist the company in its continuing turnaround.*
- *Meanwhile, the company had made significant cost reductions and was close to profitability.*

The Solution

- *Working with the company directly, SPECTRUM provided a \$1,500,000 Credit Facility consisting of a \$1,320,000 Line of Credit and \$180,000 Commercial Mortgage Loan to provide the additional borrowing capacity to facilitate the turnaround.*

The Benefits

- *The Company was able to obtain a stable and affordable source of additional working capital financing to take advantage of vendor discounts and profitable growth opportunities.*
- *The Referring Bank was able to reduce its overall level of classified loans.*

Since 1995—SPECTRUM has provided Asset Based Loans (based on A/R; Inventory, Equipment and Real Estate) and Accounts Receivable Financing Solutions to Local Businesses Needing from \$100,000 to \$6,000,000

Please contact us for more information about how SPECTRUM may be able to provide financing solutions for challenging credits you encounter.

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