

## **SPECTRUM COMMERCIAL SERVICES**

### ***Most Recent Bank Partnership***

<p><b>WORKING CAPITAL FINANCING</b> <i>AUTO, RESIDENTIAL &amp; COMMERCIAL GLASS DISTRIBUTION COMPANY</i></p> <p><b>\$4,000,000</b></p> <p><b><i>Revolving Line of Credit</i></b> Accounts Receivable, Inventory <i>And</i> <b><i>Term Loan</i></b> Real estate</p>
--

#### **Situation**

- *A 92-year old glass distribution company had endured 4 years of losses due to the changing nature of the industry.*
- *The company was in their bank's special assets group and the company needed to refinance their existing line of credit with the bank and to generate additional working capital to facilitate their continued turnaround.*

#### **Solution**

- *SPECTRUM provided a \$4,000,000 Line of Credit based on accounts receivable, inventory & real estate.*
- *The existing bank retained certain other real estate loans.*

#### **Overall Benefits of the Transaction**

- **Owners:**
  1. *Refinanced the company's line of credit.*
  2. *Gained time for an orderly sale of some properties.*
  3. *Gained time to refinance its remaining real estate properties.*
- **The Bank:**
  1. *Reduced its rated credit loan balance.*
  2. *Retained the stronger collateral (real estate) to back its remaining loan balance.*
- *SPECTRUM gained a new borrower by providing working capital financing.*

**Since 1995—SPECTRUM has provided Asset Based and  
Accounts Receivable Financing Solutions to Local Businesses  
Needing from \$100,000 to \$4,000,000**

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

Joel Dammann, VP  
(952-876-8226)

Brian J. Van Nevel, Co-CEO  
(952-876-8225)

**SPECTRUM Commercial Services**  
Web Site: [www.SpectrumCommercial.com](http://www.SpectrumCommercial.com)