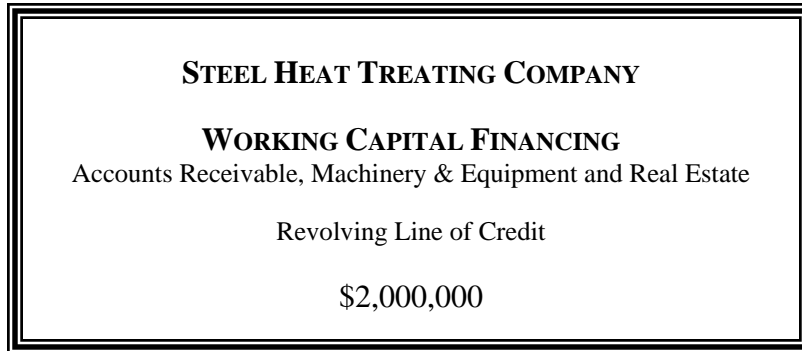


## **SPECTRUM COMMERCIAL SERVICES**

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



#### **The Situation**

- *The economic downturn led to reduced sales and losses for this steel heat treating company.*
- *The company's bank required the company to find an alternative financing source. However, the deterioration in the company's financial condition made traditional bank financing unavailable for the business.*
- *Subsequently, while reviewing this credit, one bank along with the company's consultant suggested the business look to SPECTRUM Commercial Services for their financing needs.*

#### **The Solution**

- *SPECTRUM reviewed the company's financing needs and their collateral and provided a \$2,000,000 Line of Credit based on accounts receivable, machinery & equipment and R.E.*
- *SPECTRUM's line generated sufficient availability to not only repay the existing bank but also provided additional working capital financing to assist the company going forward.*
- *The Referring Bank is able to develop a banking relationship with the company and cross sell all of its services.*

#### **The Benefits**

- *The Business Owner used SPECTRUM's financing to fully repay the existing bank and for additional working capital to help grow the business during the turnaround.*
- *The Referring Bank started a new relationship with the business and has the opportunity to cross sell all of its banking services. Also, the referring bank can take over the entire SPECTRUM facility at any time with no prepayment penalties of any kind for the borrower.*

**Since 1995---SPECTRUM has provided Asset Based and  
Accounts Receivable Financing Solution to Local Businesses  
Needing from \$100,000 to \$5,000,000**

*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 Van Nevel, Co-CEO  
(952) 876-8225

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