

Concord Secures \$14.8 Million of Senior Credit Facilities for Locomotive Manufacturer

Locomotive Manufacturer Illinois

Senior Secured Credit Facilities

\$14,800,000

\$6.0MM Line of Credit

\$5.3MM Term Loan

\$3.5MM USDA Real Estate Loan

Refinance Existing Debt & Support Working Capital

The undersigned acted as exclusive financial advisor to the company on this transaction.



ConcordFinancialAdvisors.com

"Concord saved us a significant amount of time and money by running an efficient transaction process that quickly identified the right lenders for our family business. Concord negotiated a creative and attractive loan structure with a local bank that understands our business. We are very happy with our new bank and with Concord's services"

President - Locomotive Manufacturer

THE ENGAGEMENT

A Midwest locomotive manufacturer was seeking to refinance its existing senior credit facilities and derive additional working capital. The company was under served by the incumbent bank who was not providing sufficient liquidity. Additionally, the company believed the incumbent bank was mired in its internal politics and became unresponsive and unhelpful as a result. The incumbent bank had decided the credit was too small for its portfolio. The company retained Concord as its exclusive financial advisor to arrange a more attractive capital structure and identify a bank that understood the company's business and objectives.

THE CONCORD CLOSE

Concord quickly identified the most appropriate senior lenders for the company and prepared a detailed memorandum summarizing the key aspects of the company and the situation. Concord also served as "arbitrator" between the company and the bank, resulting in a more favorable situation for the company as it searched for a new lender. Concord conducted a targeted and efficient deal process with traditional commercial banks and asset-based lenders along with a nationally recognized USDA real estate lender. The process resulted in multiple competitive proposals for the transaction. The company was able to achieve its primary objective of obtaining an attractive financing structure with a local bank in the commercial banking department with limited personal guarantees. Their secondary objective of having a second bank involved was met by obtaining a USDA real estate loan for its manufacturing facility from another bank.

ABOUT:

Concord Financial Advisors is a financial intermediary specializing in private placements of senior debt and subordinated debt/mezzanine financing for middle market companies. We leverage our knowledge, experience and relationships to provide the best financing solutions for your unique credit situation. Concord has closed 90% of its retained assignments and more than 110 successful transactions since inception in 2001.
ConcordFinancialAdvisors.com



Experts at Sourcing Debt Capital

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