

## Concord Secures \$6.65 Million of Senior Credit Facilities for Scrap Metal Processor

### Scrap Metal Processor Indiana

Senior Secured Credit Facility

**\$6,650,000**

Senior Term Loan

Refinance Existing Debt & Support  
Working Capital

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



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"Concord saved our company and allowed us the time to right size the business and be ready for a more traditional financing with a bank lender in the future"

President - Scrap Metal Processor

#### THE ENGAGEMENT

A Midwest scrap metal processor was seeking to refinance its existing senior credit facility and secure incremental working capital for growth. The company was under distress and required a balance sheet restructuring. The company retained Concord as its exclusive financial advisor to arrange a new senior facility with a non-bank lender under flexible terms.

#### THE CONCORD CLOSE

Concord identified a variety of non-bank lenders for the transaction and ultimately secured a cash flow term loan based on a multiple of the companies EBITDA. Concord also served as "arbitrator" between the company and the bank, resulting in a more favorable situation for all of the parties involved. The company was able to achieve its primary objective of exiting the bank, restructuring its balance sheet and obtaining incremental working capital.

#### 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.  
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*Experts at Sourcing Debt Capital*

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