

Concord Secures \$15.0 Million Senior Secured ABL Facility for Vista-Pro Automotive, a Wynnchurch Capital Portfolio Company



A portfolio company of



**Automotive Heat Transfer Products
North America**

Senior Secured Credit Facility

\$15,000,000

\$15,000,000 Revolving Line of Credit

Refinance Existing Debt & Support Working Capital

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



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"Concord's process was very efficient and allowed Vista-Pro Management to concentrate on running the business. Concord quickly identified the most appropriate lenders for this refinancing and saved our team a lot of valuable time. We are very happy with our new Senior Lender and with Concord's process."

John Hatherly - Managing Partner - Wynnchurch Capital

THE ENGAGEMENT

A leading Midwest private equity fund is seeking to refinance and expand its asset-based revolving line of credit for one of its portfolio companies. The company is a manufacturer and distributor of aftermarket and OEM automotive heat transfer products. Despite its multiple senior lending relationships the private equity fund recognizes the value of outsourcing the debt placement to an experienced intermediary to drive the process and secure the most favorable financing for its portfolio company.

THE CONCORD CLOSE

Concord prepares a detailed memorandum highlighting the company's strong collateral position, projected path to improved cash flows and committed capital from the Midwest equity sponsor. Concord runs a targeted and efficient sales process to traditional bank asset-based and finance company lenders and sources three bank asset-based proposals. Concord negotiates the three proposals and secures a very aggressive structure with market pricing. Management and the sponsor are very pleased with the Concord process, the final structure of the deal and the market based pricing it provides.

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

One South Dearborn, Suite 2100
Chicago, IL 60603
312.759.9900