

Point-of-Sale Manufacturer Secures \$15,600,000 Million Senior Secured Credit Facilities

Point-of-Sale Manufacturer

Illinois

Senior Secured Credit Facilities

\$15,600,000

\$15,000,000

Revolving Line of Credit

\$600,000

M&E Term Loan

Refinance Existing Debt and Support Working Capital

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



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"Given the extremely tight timeline to secure a new lender, Concord was very effective at screening the market and directing us to the most appropriate capital source."

*President & CEO
Point-of-Sale Manufacturer*

The Engagement

A point-of-sale manufacturer (the "Company") is a designer and manufacturer of fixtures and point-of-sale products for leading national retail chains. The Company had a credit facility with a Bank that was taken over in an FDIC-assisted transaction and the acquiring Bank did not want to continue the relationship. The Company had a short timebrame to source a commitment letter from a new lender. After being introduced to the Company, Concord's assessment of the situation was that the Company was financeable due to its long term customer relationships, trailing 2012 adjusted EBITDA and support from ownership. The Company subsequently retained Concord to search for and secure new financing under the extremely short timeline mandated by the incumbent Bank.

The Concord Close

Given the short timeline, Concord created a summary teaser highlighting the Company's historical EBITDA, long term customer relationships and projected performance improvement. After conducting a targeted search process to a variety of capital providers, Concord secured a commitment letter that met the Company's objectives and closed the transaction in approximately 60 days to the satisfaction of all parties.

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 100 successful transactions since inception in 2001.

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Experts at Sourcing Debt Capital

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