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## **\$9.68MM of Senior Debt Closed in 10 Weeks**

Below you'll find the story of how an incumbent bank recommended that their client utilize Concord Financial Advisors, LLC for their debt placement services to secure a new lender. **Concord sourced 8 qualified ABL Proposals in 3 weeks and closed the deal in just 10 weeks.**

Since 2001, our track record for closing retained assignments is over 95%. Our deep, long-term relationships with over 300 diversified capital providers covers the entire market and spectrum of potential lenders. Should a company in your portfolio need Senior Debt or Mezzanine Financing, or if you know of a company in need of debt financing, please call us to discuss the circumstances. We provide a complimentary assessment and Deal Teaser to pre-qualify and screen lenders.

Thank you.



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"Concord's laser focused approach and strong relationships with multiple qualified banks quickly

identified the right lender to handle all of our financing needs, saving valuable time and money. I highly recommend Concord to companies looking for debt financing."

- Andy Sandberg, Owner  
AMS Group, Inc.

## The Client

### AMS Group, Inc.

**Financing Provided**  
**\$7.0MM Revolving Line of Credit**  
**\$1.68MM Equipment Term Loan**  
**\$750K CapEx Line of Credit**  
**\$250K Advance Term Loan**



## The Engagement

Concord Financial Advisors, LLC closed a \$9.68MM Deal, including: \$7.0MM Revolving Line of Credit, \$1.68MM Equipment Term Loan, \$750K CapEx Line of Credit, and \$250K Advance Term Loan, for AMS Group, Inc. ("Company").

AMS Group, Inc. is the parent company of three wholly owned subsidiary companies: National Tool & Manufacturing Co., Champion Steel Corporation, and Champion Strapping Products, Inc.

In early 2017, the Company's bank determined that AMS was no longer a suitable fit for their portfolio and asked them to secure a new lender.

Initially AMS Group, Inc. searched for a new financing partner on its own. They met with multiple lenders, but received no attractive offers. The incumbent bank recommended that the Company utilize Concord's debt placement services to secure a new lender.

## The Concord Close

Concord stepped in and ultimately saved AMS countless hours in their search for a new lender and significant fees from the incumbent bank. After completing our due diligence, we screened and qualified several lenders we knew to be appropriate for our client, at no cost. One consideration was that the Company wanted to work with a regional bank. Concord was able to leverage its relationship with a Chicago-based bank that was equipped to handle all of the loans requested and all of the cash management and treasury services for AMS. This bank liked the experience and expertise of the Company's ownership / management team, and they were impressed by their customer base, core business model and recent improvements in performance.

Concord's efficient and competitive process resulted in very favorable interest rates, deal structure and overall terms for our Client. The new financing through the bank provided AMS with the additional liquidity they needed for working capital and to finance growth.

*Do you have a client in need of a creative financing solution?  
Please think of Concord Financial Advisors, LLC.*

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## **ABOUT CONCORD FINANCIAL ADVISORS, LLC**

Middle market companies seeking access to debt capital require a trusted advisor to help them navigate the often convoluted financing process. Concord's clients rely on our broad financial expertise and deep relationships with a wide range of capital providers in offering tailored debt financing solutions that result in significant savings of time and money for our clients.

Concord has closed over 95% of its retained assignments and more than 160 successful transactions totaling over \$1.5 billion since its inception in 2001.

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## **OUR CLIENT BASE/PROFILES**

- Private and public companies
- Private equity sponsors
- Family businesses
- Entrepreneurs
- Manufacturing, distribution and select service companies
- \$20MM-\$500MM in revenues
- \$2-\$150MM in credit facilities
- \$0-\$50MM EBITDA

## **OUR PRODUCTS**

- Asset based loans
  - Cash flow loans
  - Unitranche financing
  - Subordinated/mezzanine financing
  - Equity financing
  - Real Estate/M&E term loans
  - Sale/leasebacks
  - Bridge loans
  - DIP loans
  - SBA loans 7(a) and 504
  - USDA loans
  - Select M&A transactions
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