

Company:	MasterCNC	Location: Washington, MI
Industry:	Metallurgy	
Financing:	A/R Line of Credit	\$ 750,000
	Commercial Real Estate	\$1,427,000
	Machinery/Equipment	\$ 480,000

s a second grader, Gary Cola was amazed that it was so darn hot. He was touring the Ford River Rouge Steel plant and felt the intense heat that glowed from the steel, engulfing the gigantic plant.

Flash forward 36 years. Gary is owner/operator of Master CNC, a 15-year-old company supplying the automotive industry. Due to the economic/automotive slowdown, he's thankful he's been able to add another industry to fill the missing workload; but he's had to make difficult cuts including the lay-off of valuable staff.

Gary's long-time commercial bank was not making an effort to help with company finances; it could even be said they were eager to have him leave. After taking his company's plight to eight different banks, Gary was introduced to Community Central Bank. His loan officer, Jeff Williams, was happy to look at Master CNC's needs and the ability to gain a banking customer. Jeff knew Master CNC would need further financing support than his institution would be able to provide. "We would have had to say 'no, thank you' and would have lost a new customer," said Jeff. "And you hate to turn someone away without a solution."

Jeff gave Matt Dekutoski of Crestmark Partner Services a quick call; Matt could provide the accounts receivable solution that, when teamed with the mortgage/equipment financing from Community Central, would together create a viable answer to keep Gary's company alive. "Gary is a great guy, and we're really glad we could help him out," said Matt. "He's a prime example of the type of customer that we can help. He really needs us right now, and with our help, Master CNC will be able to weather this storm and then migrate to traditional financing a more healthy company."



Matt Dekutoski of Crestmark Partner Services; Gary Cola of Master CNC; Jeff Williams of Community Central Bank.

Gary is happy that Jeff and Matt were willing to team up and help. "The financing was exactly what we needed. Without it, we'd be out of business." The accounts receivable financing "takes away the burden of waiting for the customer to pay," providing more liquidity for the business.

The teamwork seen here is not by accident; Crestmark works hard to create strong relationships with banks, and its Partner Services program is specifically designed to team with banks to benefit their customers in this type of situation. They've focused their business on creating asset-based solutions for customers that fall outside a traditional bank's normal lending guidelines. And since Crestmark doesn't offer checking/savings accounts, they don't compete with traditional bank services. "It's really a plus to be able to get our heads together

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and get creative to come up with a solution that lets a business meet its goals," says Matt. "Teaming up to provide solutions that create a win-win-win situation is great; and relationships make all the difference," adds Jeff.

The additional liquidity that Master CNC gained from the teamwork of Community Central and Crestmark has an added benefit: it allowed Gary

to pursue a lifelong dream of creating a less energy-intensive way to process steel. The heat that day in 1972 when Gary watched the steel roll down the line never quite left him. Through his years at Lawrence Tech and then Master CNC, he kept thinking, "there must be a more efficient way to do that." And that may be exactly what he and his team have done. His offshoot company, SFP Works, has developed a revolutionary heat treatment called Flash Bainite Processing which makes common steel stronger than titanium. "It's really exciting to come up with a solution that can create a greater good; it uses much less energy, it costs less, and on top of it, the steel is much thinner and stronger than when traditionally processed."

Gary plans on staying with Community Central for his business accounts, and with Crestmark until his new steel process promotes itself; and he knows he can return to Crestmark for working capital if the need arises. "This really has worked well for everyone; I feel fortunate to be working with them," Gary says.

Creativity, cooperation, and hard work. A powerful combination that creates winning solutions.

For further information about Crestmark Partner Services, contact Matt Dekutoski at 248.267.1647 or mdekutoski@crestmark.com; Community Central, contact Jeff Williams at 248.601.0623 or j.williams@communitycentralbank.com; Master CNC or SFP Works, contact Gary Cola at 586.752.7160 or gary@master cnc.com. You can also visit their web sites: www.crestmark.com, www.communitycentralbank.com, or www.bainitesteel.com