

# SEASONAL THIRST FOR CASH IS PART OF 30-YEAR SUCCESS FOR BEVERAGE COMPANY.

## CASE STUDY » \$13 Million Credit Facility

### THE CHALLENGE

With \$60 million in annual sales, a Northeast-based consumer beverage company in its fourth decade of business was a picture of success. Growth was good for this seasonal business, and to help manage working capital during peak season, the company relied on an asset-based lending (ABL) relationship. What came next was a good problem to have.

To support the next evolution of growth, new investment partners and leadership came onboard. With them came a preference for the strategic and partner-minded ABL approach delivered by the Alterna team.

### OUR SOLUTION

Familiarity with the consumer beverage industry and a strong relationship with the investment banker allowed our team to work quickly.

First we settled the remaining contract with the previous lender and structured a **\$13 million line of credit** on the client's accounts receivable and inventory. And because the client was experiencing peak season, we added a **\$500,000 term loan over-advance** specifically for purchasing more inventory to meet demand.

### MEASURED RESULTS

- **90% advance rate** on accounts receivable
- **50% advance rate** on inventory
- **Client was pleased with our responsiveness** that allowed time-sensitive access to capital

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