



START-UP VACUUM TRUCK COMPANY FINDS KNOWLEDGEABLE LENDER

Start-up company with a strong business plan, knowledgeable owners, and work lined up needed a financial partner that understood the industry and equipment and believed in the company vision. CCG became that partner.

Overview

The BG Industrial founders, Kim Ormiston and Daniel Strasburg, each had years of experience in the industrial vacuum industry, having worked for another company until it as sold. They had a strong business plan, but the banks didn't understand their need for large, very expensive, specialized equipment and weren't willing to lend them the money to start the company.

"Our experience working with CCG has been incredibly awesome. Their team has provided insight into how the finances work for the industry and they are responsive to our needs as a company. They know what we do and what we need. That's been extremely important to me, and I respect it."

Kim Ormiston, Co-founder, BG Industrial

Solution and Results

BG Industrial learned that Commercial Credit Group (CCG) had experience financing the large vacuum trucks and the support equipment they needed so they arranged a meeting. Kim met with the CCG team and presented the business plan, revenue and profitability projections, and explained their goals. The CCG team of sales and credit underwriters, with their extensive experience financing vacuum trucks, recognized that Kim and Daniel thoroughly understood the business, the industry and the market. BG Industrial took delivery of their first vacuum truck in December 2019.

BG Industrial began operation in 2019 with two employees and one vacuum truck financed by CCG. As their business has grown, demand for their services has increased, and they continue to bring on new customers, expand their equipment fleet and employee base, and broaden their geographic service area. Four years later they have two vacuum trucks, several support vehicles, and eight additional employees.

Equipment: Vacuum Trucks and Support Equipment

Industry: Liquid Waste

Location: Southeast

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CS_Waste_2023_11