

# The Hamilton Group

***New Factoring  
Facility***  
*provided by Hamilton*

***Remanufacturer  
and Distributor  
of Toner Refill  
Cartridges and Kits***

*Initial Funding*  
***\$500,000***

## ***Problem:***

Not all family-owned businesses are passed down from one generation to the next. In the case of a rapidly-growing distributor, the generational change of ownership was from son to father. Embarking on his new ownership, the experienced family patriarch sought additional ways to capitalize the fast-growing business, and additionally wanted to lower the costs involved in boosting credit controls and accounts receivable recordkeeping needed to manage the expected 40% increase in growth.

## ***Solution:***

Within a month of acquiring the business, the new CEO contacted Hamilton to arrange a factoring relationship. The CEO was impressed with Hamilton's flexibility, particularly our no term agreement program. With Hamilton, the CEO not only got the cash he needed to support his rapidly-growing business, he was able to efficiently utilize Hamilton's credit support features and accounting capabilities.

*The Hamilton Group is a leader within the factoring industry offering flexible cash flow solutions for America's small and mid-sized business community.*

***[www.hamiltongroup.net](http://www.hamiltongroup.net)***