

COMPANY PROFILE

Acurlite Structural Skylights, Inc. is a national leader in the manufacture of engineered skylights and atriums for commercial construction. Many of their custom designs, manufactured products and professional installations can be seen in world-renowned hotels, casinos, college buildings and similar structures. The company was incorporated in 2001.

SITUATION

The company purchased newer shearing, breaking and punch equipment in years past and was now in need of a new fully-enclosed CNC machine to reduce cycle time on some manufactured products from between 20 and 40 minutes to just 2 to 4 minutes. The company also needed a vehicle upgrade to better service its customers, accommodate more products and reach more distant locations. Lastly, the company realized it was time to update its computer network server and install a new CRM system to improve communications between departments.

SOLUTION

NEPIRC provided a low-interest small manufacturer loan in the amount of \$200,000 for the purchase of machinery and equipment as part of the company's overall expansion plan..

RESULTS // As a result of NEPIRC's loan, the company was able to leverage other lender programs and realized the following impacts: Additional investment of \$270,000 of bank financing; Additional investment of \$160,000 of private equity.

TESTIMONIAL

“NEPIRC has been in our business several times, and each time they bring a new idea and give us new things to think about. This time, their loan program was a good fit for us, so we pursued it and are pleased with the results. We'd gladly recommend NEPIRC to other companies that are looking to grow and expand.”

- Ron Palombo, President
Acurlite Structural Skylights, Inc., Pennsylvania

