



When we approached our bank for funding to help us meet increased demand for our products we found that not only would our bank not support us, they actually wanted to reduce our limits.

We sought advice on how to deal with this problem which led to an introduction to Neil Slonim of Slonim Consulting. Neil helped us determine whether in fact it was possible to get our existing bank to change its mind but when it became apparent that this was not going to happen, he used his connections at other banks to find us a new banking partner.

One of these banks enthusiastically approached the opportunity and quickly came to understand and gain confidence in our history and where we want to head. Within a short period of time, we received an offer which we are confident will enable us to take our business to the next level.

We are a rural based third generation family business. In the current economic environment it is not easy for businesses like ours to get support from banks but we have been fortunate in having Neil Slonim on our side. His knowledge of how banks work and his connections with the banks have enabled us to establish a relationship with a new bank which understands and supports our business.

Steve Chapman

Managing Director

3 April 2011