

CLIENTSPEAK

Background: Founded in 1979, EJCON Corporation is a full-service manufacturer of metal and non-metallic expansion joints, ductwork and dampers. Recognizing its potential for growth, Frank Stallwood bought the company from the founder's widow in 2003 and in a few short years has turned it into an industry leader that is recognized for its commitment to excellence. EJCON serves a wide variety of industries, including electric power plants, paper mills, food processors, refineries and chemical plants. The company's reputation for quality continues to fuel a phenomenal rate of growth. EJCON's client base has now expanded far beyond the Southeast all the way to the Rocky Mountains – or as Stallwood likes to call it, “the Greater Southeast.”

Financing Challenge: Over the last four years EJCON has experienced a variety of new financing challenges as a result of the company's exceptionally rapid growth. Keeping pace with this growth required new equipment, additional facilities and careful planning to ensure that the same high level of quality would be maintained even as the company capitalized on new growth opportunities.

Compass Solution: Having worked with Stallwood to provide the initial financing to buy the business, Compass helped the company secure equipment financing and establish a line of credit. Equally important, Compass has continued to work closely with Stallwood as the company has grown, providing strategic advice and counsel. Compass has also drawn on its relationships with other business leaders to help EJCON further expand its client base and pursue opportunities in new areas.

EJCON

Frank Stallwood
CEO

“I look for four qualities in a bank, and after working with many banks over the years, Compass is the only one where I've found all four. I can count on Mike Del Rocco and his team at Compass for financing strategy and good all around business acumen as well as investment counsel, and future business contacts. Just as our company strives to add value to people's lives, Mike has added value to my life and my company. When a bank adds value beyond the financial side, as Compass does, it goes a long way toward establishing itself as one of the finest financial institutions in the country.”

Another example of how Compass is just a little better.