

A YEAR IN THE SPOTLIGHT

5 Stories of Equipment Financing Success from 2017



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This past year, Beacon Funding has had the opportunity to help businesses across the country afford the equipment they need to succeed. From start-ups to established businesses, we've seen companies excel with the addition of equipment. To show our customers' success and to help inspire others, we've compiled five of their stories to share with you. Enjoy!



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“ I’m in the decorating business, not the equipment business. We need a partner in that business that we trust.”

Jeff Rappaport, Owner

Jeff and Dana Rappaport began Team Gear in 2003 to serve the embroidery needs of schools and sports teams. With two embroidery machines and a lot of hard work, the business began to grow.

One year later, Team Gear, Inc was referred to Beacon Funding by equipment vendor Barudan. Beacon Funding’s expertise in the decorated apparel industry and financing made them the perfect teammate for the business.

With the 21 pieces of equipment and software they were able to finance with Beacon, they added screen printing, laser engraving, dye sublimation, and other services to their growing business. While Team Gear began as an embroidery company, they soon expanded into a full-service decorated apparel business offering head-to-toe uniforms to teams from the convenience of a branded online store.

By 2015, Team Gear was ready to move into a bigger space and expand even more. Of course, they turned to their financing partner for help. Beacon was able to use out-of-the-box financing to make the expansion happen for Team Gear. They now see over 20% growth each year.



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In 2006, Bryan Huber and his business partner started Icon Screening with a manual hand press in their garage making band tees. Soon, things began to take off and they decided to invest back into their business. They acquired more equipment and moved out of the garage and into an industrial space.

By 2010, Icon Screening was ready to expand with more equipment. They reached out to Beacon Funding after being referred by an M&R consultant and were then able to take advantage of Beacon's M&R Financing Perks. Icon Screening was quickly able to afford the screen printing equipment they needed to take things up a notch. Over the years, Icon Screening has financed seven pieces of equipment with Beacon Funding, including automatic printing presses, gas dryers, and even a delivery truck.

With all that equipment, plus 64 employees and a 25,000 sq. ft. space, they are able to offer a "world-class product of the highest quality" to retailers like Target and Disneyland.

“The process is always really smooth. After the initial verification of your financials, it's pretty easy to pick up the phone and talk to your rep at Beacon. They send over the paperwork for your next piece of equipment, and you sign off on it, and the funding is available.”

Bryan Huber, President



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Lea County Septic Tank Service



For nearly 50 years, Lea County Septic Tank Service has been handling the wastewater management needs of Lea County, New Mexico, and parts of West Texas. The business began when Elijah Taylor I converted a propane tank and made his own septic pump.

As the business grew, Elijah I's wife, Pat, and son, Elijah II, joined the team. After Elijah I passed, Elijah Taylor II and Pat took over the business and continued to help it expand.

After seeing Beacon Funding at the Water and Wastewater Equipment, Treatment, and Transport (WWETT) Show, Elijah II decided to reach out. He hoped to finance some new equipment that would help them diversify. His Beacon consultants were able to help him every step of the way, from deciding what equipment to buy and negotiating with dealers to being able to afford it with low monthly payments.

Lea County Septic ended up financing a dewatering system, screening system, and holding tanks. They were able to successfully expand and generate a new revenue source with a little help from Beacon Funding.

“ We would not have been able to create that new revenue stream if we hadn't made those improvements by purchasing this equipment and working with Beacon Funding.”

Elijah Taylor II, Owner



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LONE STAR

Awards & Graphics



In 2003, Richard and Kippie Hartcraft opened Lone Star Awards and Graphics as a way to help teams celebrate with custom engraved trophies and plaques. Once word got out about the great products and service, locals began asking for more.

Lone Star Awards and Graphics found themselves in a unique situation: they had a built-in customer base that wanted them to expand, but they didn't have the equipment to do it. This is where Beacon Funding came in.

As local schools and teams began asking Lone Star to offer screen printing and embroidery services, the small business began to look into financing the equipment they needed to meet their customers' demands.

By working with Beacon Funding, Lone Star was able to afford nine more pieces of equipment, including embroidery machines, dye sublimation and digital printers, gas dryers, and a screen printing press. The boost that financing gave them allowed their business to grow into a full-fledged decorated apparel and engraving operation.

“Beacon has allowed our business to grow at a pretty phenomenal pace since we've first opened. It has provided us the ability to get in the equipment that we need to stay at the cutting edge and offer what's new and up-and-coming in the decorated apparel industry.”

Kippie Hartcraft, Co-Owner



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PROMOS INK



While working in the medical field, Carla Dooley began exploring screen printing by creating t-shirts using an 8-color manual press and giving them to patients after procedures. A few years later, she was able to pursue decorated apparel full time and started Promos Ink.

From there, Promos Ink grew exponentially. They specialize in custom contract screen printing, embroidery, and applique. If another decorated apparel business has trouble completing a difficult or large order, they look to Promos Ink rather than turning away the job. With Promos Ink's reputation for quality work and great customer service, they can't help but grow.

After checking out new equipment at a tradeshow, Carla started working with Beacon Funding. She was able to finance five embroidery machines, two automatic presses, and a screen printing dryer without jumping through the hoops she encountered at banks.

With affordable financing she was able to continue her business' success. Promos Ink now has over 20 pieces of equipment and 30,000 sq. ft. that enables them to increase volume every year by 50 percent.

“With Beacon Funding's help, I would say that they helped us grow this company to help us be where we are today.”

Carla Dooley, President



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START YOUR OWN SUCCESS STORY



As the year comes to a close, Beacon Funding would like to extend a special thank you to all the businesses that have allowed us to help them grow and succeed. If you would like to join the growing ranks of businesses finding success with equipment financing, apply at: beaconfunding.com/apply.

If you would like to be a part of the program visit beaconfunding.com/joinsuccessspotlight.