



## TURBY COMMUNICATIONS GREW WITH BUCKET TRUCK FINANCING

The cable installation contractor financed two aerial bucket trucks with Beacon Funding

Many businesses have been famously run by a father and son— Walmart, Mars Bars, and SC Johnson to name a few. One business in North Carolina is no different. After working at a cable company for 15 years, Chris Turbyfill saw an opportunity to branch out and start a business with his son. Seven years later, their team is stronger and larger than ever.

Established in 2011, Turby Communications is a cable installation contractor servicing the 100-mile radius of Asheville, NC. They provide installation of fiber optic and coaxial cable lines for businesses and cable companies.

Having been in the industry for seven years, Turby Communications is the one to call for aerial fiber cable deployments. They pride themselves on their thorough execution and customer service.

“What sets us apart from our competitors is our quality of work. We do a cleaner job and don’t have to go back a second time,” Chris Turbyfill says.

Although the business was built on a solid foundation, it had its rocky moments. Chris’ first truck was a 2005 bucket truck with a 2012 chassis that kept breaking down. They needed a flexible lender to help them get back on the upswing with new equipment. Beacon Funding stepped in and financed two aerial bucket trucks.

“Financing allowed me to grow, hire more people, and put more people to work,” Chris says.

### Turby Communications Snapshot:

- Cable installation contractor from Asheville, NC, established in 2011
- Builds fiber optic and coaxial cable lines for businesses and cable companies
- Started as the owner and his son with one bucket truck
- Expanded to eight employees and two aerial bucket trucks, which Beacon Funding financed
- Plans to expand to underground cable deployment in 2018





*Turby Communications' team and their Ford F550 w/ Altec AT37-G bucket truck.*

## Smooth Financing

Chris had a hard time finding funding because most banks don't finance used bucket trucks. However, he was lucky and found Beacon Funding through an internet search and saw that the lender finances used equipment in his field.

"Dealing with my consultant was very easy. He sends me paperwork then I fill it out and send it back. It works really smoothly," Chris says.

Chris was able to finance a 2007 Chevrolet C4500 w/ Altec AT 235 bucket truck in June 2016. He financed his second truck, a Ford F550 w/ Altec AT37-G, in February of 2017.

Turby Communications acquired financing because of Beacon Funding's experience financing bucket trucks and used equipment. The lender's knowledgeable and friendly financing consultants will go out of their way to ensure the customer understands what's needed and will treat them like family.

"My rep is a super guy. Talking to him is like talking to someone you've known for a long time. I can call him anytime I need financing," Chris says.



*A Turby Communications bucket truck in action.*

## Going Underground

Financing has given Turby Communications many great opportunities, which has allowed the business to grow from what originally was a father-and-son operation to eight employees. Due to this increase in equipment and workforce, they are able to take on more work and are again looking to acquire more equipment.

“Financing allowed me to grow. It opened the doors for more possibilities, more employees, more trucks.”

**-CHRIS TURBYFILL**

The next step for the business? An underground crew. Chris plans to expand to this new market in 2018. Not only will they install aerial cables, but they also plan to offer burial deployments, which involves installing the cables underground. This typically can be more expensive and lead to a new pool of customers.

Chris and his crew were able to expand because Beacon Funding has an expertise in financing aerial trucks. The lender saw the potential in Chris' business and genuinely cared about his growth.

“The people at Beacon Funding, they're friendlier. They just treat you differently. It was a good experience.”

**-CHRIS TURBYFILL**

Now that this father-son operation has found a lending partner they can trust, one could say the sky is the limit.

## About the Success Spotlight Program

The Success Spotlight Program gives Beacon customers and partners a chance to shine with recognition of their equipment financing success. This is achieved through enhanced exposure and free nationwide publicity through Beacon's online channels. To join the program, apply online at [beaconfunding.com/success-spotlight](https://beaconfunding.com/success-spotlight).

