

# FirstMerit Fuels Growth

*Financial solutions let Chicago-area companies realize big plans*

With the need for infrastructure creation and improvement increasing around the world, business is growing for Daco Inc., a North Aurora-based manufacturer of precision machined components for the on- and off-highway automotive market, and that growth required new machinery on the floor at Daco's facility. FirstMerit was there for the company with loans and operating leases to help Daco meet its customers' global demands.

"At FirstMerit, I feel like a real person and a real customer as opposed to some institutions where decisions about your business are made far away by people you've never met and to whom you have no access," says Bruce Lindgren, president of Daco Inc.

"We were with another bank when the economy slowed several years ago," says Lindgren. "The downturn put a lot of stress on our relationship with them. It was a good time to look for a new banking relationship and FirstMerit's people really stood out."

Working with Mark Monson, vice president of Commercial Banking, Lindgren has developed a strong relationship that has the flexibility to grow along with Daco.

"We know them, and they know us," says Lindgren. "It's a pretty flat organization in that I know I have accessibility to FirstMerit's upper management."

He also points to FirstMerit's financial strength in a market where many other banks have posted large operating losses.

"As a customer, a bank's distress becomes my distress. I know I'm dealing with a strong and successful bank with FirstMerit."

That strength may be assisting Daco in other ways, too. Not only has the company financed its manufacturing growth through FirstMerit's Commercial Banking expertise, it is talking with the bank's wealth management area about employee 401(k) products.

## New Business Means New Equipment

With its 40-year anniversary coming up in July 2012, Elk Grove Village-based Arc-Tronics Inc. is entering a time of exceptional growth. The company specializes in the engineering,

"The Federal Aviation Administration is changing over from radar detection to GPS equipment, which uses our printed circuit boards," he says. "We added 11 new customers in 2011 and anticipate a 25 percent increase in business in 2012. All of this required \$2.5 million in capital equipment purchases including state-of-the-art surface mount equipment, 3D X-ray equipment and automated process inspection systems. FirstMerit was able to help us finance the equipment needed to handle product expansion and overall business growth."

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designing and manufacturing of high-reliability, life safety custom printed circuit boards and electromechanical and cable/harness assembly products.

New business prospects led the company to open a new facility in Mexico while installing new equipment in its existing Elk Grove Village facility, says Michael Goeringer, president of Arc-Tronics.

At the same time it was working on its new Mexico plant, Arc-Tronics added 60 jobs at its Elk Grove Village facility.

"We are a family business," Goeringer says. "I have two brothers and a sister heavily involved in this company. Our intent is for the new facility to complement our existing facility. Strengthening our foundation is an essential component to our expansion strategy for North America."

Goeringer worked closely with David Lindgren, senior vice president of Commercial Banking at FirstMerit, and his team to finance the Arc-Tronics' equipment needs in its transformation into one company operating in two countries. The bank's interest rate swap product allowed Arc-Tronic to get what Goeringer calls a "fantastic fixed rate on the capital equipment loan. That made us feel even more secure about our growth plans."

Arc-Tronics had been a customer of Midwest Bank and Trust, which FirstMerit acquired in 2010. Through the acquisition and integration to FirstMerit, Goeringer has developed what he calls an engaged relationship with the bank.

"We build engaged relationships with our customers and we feel we have that with our bank, too," he says.

Currently, Goeringer and FirstMerit are working on a line of credit that will provide the cash required for the increased volume of business.

"Our GPS business, which begins rolling off the line in March of 2012, will start at a rate of approximately 40 units per month," he says. "This should increase to as many as 130 units each month and we need to have the materials on hand to meet that demand."

As Arc-Tronics continues to grow, FirstMerit will be right there to help, every step of the way.

### Strong, Stable, Customer-Focused

FirstMerit's ability to put customers first and to quickly and creatively bring financial services to clients with different needs and goals is backed up by one of the strongest banking balance sheets in the nation. The company has been profitable every quarter for 12 years, a claim very few banks – in

Chicago or elsewhere – can make.

Customer service is at the core of everything FirstMerit is and does. This philosophy was recently validated by Greenwich Associates with wins in two national Small Business Banking Excellence Awards categories: Financial Stability and Accuracy of Operations. FirstMerit also was recognized for Overall Satisfaction in the Midwest. In Midwest middle-market banking, FirstMerit was cited for Overall Satisfaction – Treasury Management. Out of more than 750 banks evaluated in the Greenwich Associates awards process, FirstMerit was one of only 34 to receive national awards.

In addition to our strong commercial banking capabilities, FirstMerit also offers a retail bank line of business (with 47 branches conveniently located throughout the Chicago area), recognized for customer service and innovative products. Our wealth management services is a line of business dedicated to bringing personalized high-value returns to clients, many of whom are commercial banking clients.

Call us, stop in a branch or drop us a line. We look forward to working with you and helping you achieve your financial goals.



Call us at 312-429-3600  
or visit us on the web at  
[www.firstmerit.com/youfirst](http://www.firstmerit.com/youfirst).

## FIRSTMERIT'S COMPETITIVE ADVANTAGE

Among the many banks doing business in Chicago, FirstMerit offers its customers a true competitive advantage. Take a look:

### Local delivery of relationship banking

- Relationship manager who understands your business

By being local, we take the time to thoroughly know your business and the markets you serve.

- Access to decision-makers/senior management

In addition to your relationship manager, you have access to our regional executive management team.

- Regional structure enables prompt response

Speed in delivering credit decisions as well as ongoing customer service.

### Strong sales and service orientation

- Motivated and empowered bankers and banking assistants

Along with our local executive team, the relationship team is here to provide tailored business solutions to serve all of your needs.

- Product parity with larger bank competitors

We offer strong and sophisticated product lines similar to large regional and national banks but delivered by local relationship managers who know you.

- Continuous winner in many service award categories

FirstMerit Bank received the 2010 Greenwich Small Business Banking Excellence Award for overall satisfaction in the Midwest. We also received the Middle Market Banking Excellence Award for overall satisfaction for treasury management in the Midwest.

### Deep community involvement

- Committed to support various local organizations

Our relationship managers and local executives live and work in the community in which we do business.

- Local advisory boards

We have an advisory board made up of local business people like you who keep our bankers up to date on relevant local market conditions.

Throughout greater Chicago, FirstMerit has more than 40 commercial, commercial real estate and business bankers ready to serve you. Give us a call and let's get started.