LENDING A HAND

ZIONS BANCORPORATION

2010 YEAR IN REVIEW
Chris Farentinos & Vanessa Troyer-Farentinos
California Bank & Trust customers
Owners, Architectural Mailboxes, Compton, CA
ARCHITECTURAL MAILBOXES is a manufacturer of high quality, decorative, spacious secure mailboxes and mailbox accessories for residential and commercial applications. The company was founded by Chris Farentinos and Vanessa Troyer-Farentinos in 2000. Together, they bring over 30 years of experience in design, manufacturing and distribution of postal products. They have built a team of dedicated professionals committed to providing premium products in a constantly changing marketplace. All of the Architectural Mailboxes product designs are developed and tested in-house with an eye to providing an aesthetically pleasing design while maintaining quality workmanship and providing a safe and secure environment for mail and parcel receipt.

During 2010, the company determined that it needed additional financing capacity in order to support the operational growth of the business. As Chris and Vanessa started reaching out to other financial institutions, it became apparent that the banks they were speaking to were not making the necessary effort in order to gain comfort for new financing. The issue, in large part, involved an operating loss the company reported in 2009 tied to a number of special items and the untimely closure of Expo, a large customer and subsidiary of The Home Depot. Expo was a significant product channel for the company in terms of visibility and revenue.

Fortunately, Chris and Vanessa maintained a long-standing banking relationship with California Bank & Trust bankers John Hartwig and Chris Dewhurst. Throughout the years, California Bank & Trust worked closely with the company establishing a consistent line of communication. When the time came to assess additional financing, the bank worked closely with Vanessa and Chris to map their future plans for expansion and prioritize needs by grasping the intricacies of the company, their position and reputation in the mailbox manufacturing space and understanding the ramifications of the fallout that resulted from the failure of Expo. In conjunction with a thorough review of the realized and forecasted expansion of the company, California Bank & Trust gained the comfort that other institutions could not and renewed a line of credit that included an increase for additional capital. Vanessa remembers that they were “good at listening to what our concerns were and working with us on what we could afford, our plan, and helping us modify plans using their expertise and background. If you share the good and the bad, the bank rolls with the punches.”

Vanessa now predicts that Architectural Mailboxes will see about 38 percent growth in the company’s top line of sales from 2008 to 2011.

“When you have a comfort level with your bank, you feel like you have a safety net. One of those tangibles California Bank & Trust offers is this relationship. We trusted them we’d get through it. And we did.”

Vanessa Troyer-Farentino

“Chris and Vanessa are the perfect pair, complimenting each other in all areas of business, challenging the business and each other to be innovative and creative. Their tenacity and drive continues to be the foundation of Architectural Mailboxes.”

John Hartwig, Personal Banker