

# On the Cutting Edge

Jim Tankersley doesn't look for business anymore; it finds him.

A 40-year veteran of the machining and laser-engraving business, Tankersley owns and operates Laser-Tronics in San Marcos, California. His return customers include computer manufacturer Z Microsystems and precision-automation equipment leader Palomar Technologies, both of which appreciate his precision and service.

Tankersley's six tank-sized, computer-guided machines cut computer frames, auto parts and other products out of raw-metal plates and bars. The machining behemoths dominate the 18,000-square-foot warehouse he purchased for \$2.2 million in 2007 with the help of Denise Thrapp of **Union Bank of California** and CDC Small Business Finance.

"Union Bank suggested SBA-504 financing because of the low down-payment, which allowed me to save my cash for the business," said Tankersley.



Jim Tankersley, owner of Laser-Tronics

Thrapp brought in 504 expert Ken Rosenthal of CDC to help execute the purchase.

"Ken was extremely helpful," said Tankersley. "He was able to respond to my questions on the spot."

The move to larger quarters

helped Laser-Tronics generate \$1.2 million in sales last year.

"Must mean I'm doing something right," Tankersley concluded.

Partner	<b>Union Bank of California</b>
Total Project	\$2.2 million
Jobs Created/Preserved	6



Small Business Finance