

Small Business Development Center at UCF Drive Solutions



Growth Acceleration Services Enable Business Expansion



Fred Louwersheimer (R) with Growth Acceleration Consultant, Roger Greenwald

Drive Solutions Inc., a Central Florida business based in Clermont, FL is a manufacturer's representative company in the bearing and power transmission segment selling products used in the mining, forestry, air handling and pumping industries.

Fred Louwersheimer, CEO and owner, identified an opportunity to significantly grow the business by entering the manufacturing arena producing customized small-size couplings that complement the core business, provide fast turnaround for customers and create a significant point of differentiation from competitors.

This growth initiative required "capital" in a difficult environment.

"Our bank recommended we get help from the SBDC which was the best advice that they could have given us. The SBDC Growth Acceleration consultant, Roger Greenwald command of business growth concepts and financial analysis guided us in producing an expansion plan and loan request package that greatly enhanced our understanding of the entire financial picture that impressed the bankers and helped us attain the financing we needed"; said Fred Louwersheimer, CEO and owner.

On the strength of a nearly quarter million dollar SBA Express loan form Regions Bank Drive Solutions expects to double its 2010 revenue to nearly \$2,000,000 in 2012, adding 5 new jobs over the next 18 months.

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Fred Louwersheimer,
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Helping Businesses Start, Grow and Succeed