

Architectural Grille Case Study

On screen copy:

Forging_Futures

Music throughout

:03 Gregory - Architectural Grille is located in Brooklyn New York. They are a manufacturer and designer of high end air conditioning and heating vents.

On screen copy:

Stephen Giumenta

Vice President & Design Engineer, Architectural Grille

:10 Stephen - My grandfather started our company in the 40s. Currently my father still works in the company, alongside of my brother and I.

On screen copy:

Gregory Perlman

Senior Relationship Manager, Bank of America Merrill Lynch

:17 Gregory - They've been a client of Bank of America Merrill Lynch since 2007. I would describe the Giumenta's from a business perspective as fiercely loyal, trustworthy, and producing a quality product.

:28 Stephen - 2012 we got hit with Hurricane Sandy. It was, you know, disastrous. We saw 60 years of equipment and growth get washed away in 6 hours. We looked at the extent of the damage...do you replace the equipment? If you're gonna replace the equipment how do you afford to do that? Or do we just close? We needed help, and Bank of America Merrill Lynch was there to do it.

:55 Gregory - Once Anthony reached out to us and let us know what was happening, Bank of America Merrill Lynch was able to step in and help the company and the family in terms of extending additional credit to purchase new equipment and tools. The other being for, you know, reconstruction of some damage that was done to the building. It was really nice to see that the bank was able to provide the capital to the company to really overcome this period, knowing that they would be successful once they got through it. They were able to completely rebuild.

1:24 Stephen - Today marks 4 years from our recovery from Superstorm Sandy. Together with your help. We did that. This sign commemorates that, and let's keep going forward. Thank you.

1:35 Gregory - It was special to help the company, knowing the family, knowing their history. To be at their side now, going forward and seeing you know the success that they're having. To know that we played a role in that is very exciting.

End Card

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Disclosure:

Business Banking Case Study

Bank of America
Merrill Lynch



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