

Albert's Auto & Truck Repair, Inc.  
 Albert Sr., Albert "Bo" & Lisa Seibold  
 Weatherford, Oklahoma

COMPANY  
 OWNER  
 LOCATION

## Long road for Albert's Trucking

After spending most of his career as a mechanic, Albert Seibold, Sr. determined that working for others was not enough and opened the doors to his own shop in 1972. Albert "Bo" Seibold, Jr. joined the business upon completing high school and decided to bring wife, Lisa, into the family operation after they were married.

Hearing about the Oklahoma Small Business Development Center through a friend, father and son knew where to get assistance when they decided to expand their business. Stanley Balch, OSBDC counselor at Southwestern University, urged the Seibolds to look beyond their immediate needs and envision a business for the future. Their enthusiasm was contagious and Balch became their greatest supporter, guiding them to other resources such as the SBA for financing opportunities.

Their local banker advised that the expansion strategy and business plan needed some polish and any private sector assistance would cost at least 10% of the proposed loan request. The OSBDC did it for free. "We looked around for a wise investment, and the OSBDC was the answer," says Seibold, Jr. "They provided information regarding lenders and financial guidance that was invaluable."

When the business plan was finally complete, the local banker declined the loan because it was too large. The OSBDC was instrumental in helping get an SBA 504 loan structured for approval. Then, the SBA helped find a bank that could finance their loan.

Currently, Albert's provides heavy-duty truck repair and parts. Groundbreaking for the new building begins in March with the new facility scheduled to open July 2003. The new building will have adequate space for their current expansion needs with enough room for future projects.

The Seibold's enthusiasm is obvious, and their family is committed. "We've all been on a journey - a long road. We will continue to look to the Oklahoma Small Business Development Center to help us market our growing business."



*"Listen to everything that any reputable resource will tell you. It may not make sense. It's like a puzzle, and when all the pieces come together you will see success."*

*hopes ...*

*Build a business for the future*

*dreams ...*

*Create an opportunity where father and son could work together*

*guidance ...*

**OSBDC**

**Southwestern Oklahoma Development Authority  
 Western Area Tech. Center  
 Small Business Admin.  
 Southwestern Oklahoma State University**

*assistance ...*

**Business plan  
 Financial resources  
 Loan packaging  
 Expansion opportunities**

*advice ...*

*"Don't go into a project of this size thinking it will happen right away because it won't. Be prepared for the long haul and be determined to do it right. Look for help anywhere you can find it."*  
 -Albert Seibold, Jr.