



FundingSource Company Listing

ACC CAPITAL CORPORATION

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Salt Lake City, UT 84121-2850

Last Update:
02/13/2006

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Type of Company

Independent

The company's core business focus:

ACC Capital specializes in funding the lower middle market, less than investment grade, tax and non-tax transactions. ACC Capital supports its broker network through free advanced leasing seminars, lease vs. buy analysis and innovative structures to achieve off-balance sheet treatment. ACC Capital offers a \$100,000 App Only hard collateral program for qualified Lessees, as well as a \$15-\$100,000 small ticket program.

Type of Funding Source/Buyer

Lender
Investor

Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$35,000,000.00
Average	\$500,000.00
Lowest	\$15,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Operating Lease
- Vendor Finance

Lease Terms

Longest	10 years
Average	5 years

Shortest

2 years

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper: Our Documents Only

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group

Fund Leases Individually

Other

Purchase Portfolios

Progress Payments

Residual Sharing

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural	•			
Aircraft		•		
Automobile			•	
Broadcast	•			
Buses	•			
Cable			•	
Communications		•		
Computer	•			
Construction	•			
Electronic	•			

Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures	•			
Gaming		•		
Graphic Arts	•			
Industrial	•			
Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom	•			
Marine			•	
Materials Handling	•			
Medical		•		
Mining		•		
Modular Buildings	•			
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail		•		
Recreation	•			
Recycling	•			
Restaurant		•		
Satellite			•	
Software		•		
Trucks and Trailers	•			
Utility		•		
Video		•		

Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10.0%
HLT/Large Cap	0.0%
Near Investment Grade	20.0%
Middle Market	40.0%
Lower Middle Market	30.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
 Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

3 years in business. Positive trends. Positive worth. Reasonable collateral

Soft Asset Policy:

Yes, must be strong credit.

Industries Most Interested in Funding/Purchasing:

Agriculture, hospitality, construction, general equipment, machine tools, trucking, general manufacturing, industrial equipment, etc. ACC has a strong appetite for agricultural and ag-related equipment transactions.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Must be in business at least 2 years. Must be approved

Affiliations

UAEL
EAEL
NAELB

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

April

Geographic Coverage



FundingSource Company Listing

AIG COMMERCIAL EQUIPMENT FINANCE, INC.

5700 Granite Parkway
Suite 850
Plano, TX 75024-6622

Last Update:
02/09/2006

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Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

AIG Commercial Equipment Finance, Inc. is the equipment lease and finance arm of American International Group, the world's leading insurance and financial services organization. We focus exclusively on providing loans and leases, secured by equipment, to a wide range of companies and industries in the Middle and Upper-Middle markets.

Type of Funding Source/Buyer

Lender
Investor
Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

500-600 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$100,000,000.00
Average	\$7,500,000.00
Lowest	\$5,000,000.00

Category:

Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Equity
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Real Estate

Lease Terms

Longest	120+
Average	60

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper: Our Documents Only

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group

Fund Leases Individually

Inventory Financing/Floor Planning

Tax-Exempt Municipal Leasing

Other

Purchase Portfolios

Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses	•			
Cable		•		
Communications		•		

Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal	•			
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine	•			
Materials Handling	•			
Medical	•			
Mining	•			
Modular Buildings		•		
Office		•		
Other				•
Point of Sale/Banking		•		
Printing	•			
Project Finance		•		
Rail	•			
Recreation		•		
Recycling		•		
Restaurant	•			
Satellite		•		
Software		•		

Trucks and Trailers	•			
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	10.0%
Middle Market	80.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Not typically.

Industries Most Interested in Funding/Purchasing:

Industries where the assets are income producing and critical to the companies' operations.

Industries Will Not Fund/Purchase From:

Start-ups.

Lessor and/or Broker Requirements:

They have control of their deals.

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large TicketLarge Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

FundingSource Company Listing

ALLIANCE LEASING, INC.

120 Madison St.
Tower li, 17th Floor
Syracuse, NY 13202-2004

Last Update:
03/09/2006

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dbelinski@alliancebankna.com

Type of Company

Bank

The company's core business focus:

Alliance Leasing, Inc. is a subsidiary of Alliance Bank, N.A., a \$1 billion asset size community bank headquartered in Syracuse, NY. Alliance Leasing, Inc. is interested in building a solid customer base of quality relationship oriented lessors. We promise a high level of dedicated service and response with experienced lending professionals that can commit on transactions due to local credit authority. We are able to review and commit to a credit approval in 48 hours or less when circumstances dictate the need. Most importantly, we realize that the lessee is your customer so you can be assured no solicitation will occur with your customer. We are interested in single investor leases, TRAC leases, first amendment leases, conditional sale contracts, leveraged leases (debt), and municipal leases (for terms up to ten years at fixed interest rates).

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$500,000.00
Lowest	\$250,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease

Lease Terms

Longest	120
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper: Our Documents Only

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Fund Leases Individually

Tax-Exempt Municipal Leasing

Our company DOES originate paper.

We DO NOT syndicate or sell paper. Details: Our company does originate paper in our 3-county, Upstate New York footprint. We would expect to earn a minimum of \$10 million of business annually. We tend not to syndicate or sell paper. Please call Brian Callegari for more details at (315) 475-2370.

Syndications / Portfolios:

N/A

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft	•			
Automobile			•	
Broadcast			•	
Buses		•		
Cable			•	

Communications			•	
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures	•			
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal	•			
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine			•	
Materials Handling	•			
Medical	•			
Mining		•		
Modular Buildings			•	
Office		•		
Other			•	
Point of Sale/Banking			•	
Printing			•	
Project Finance				•
Rail	•			
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	

Software		•		
Trucks and Trailers	•			
Utility			•	
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5.0%
HLT/Large Cap	0.0%
Near Investment Grade	40.0%
Middle Market	20.0%
Lower Middle Market	20.0%
Start-ups/Venture	0.0%
Municipal/Government	15.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We consider ourselves industry generalists and cash flow lenders. General credit criteria include: Revenues in excess of \$20 million, minimum of 5 years in business, minimum debt service coverage of 1.2x, maximum debt to tangible net worth at 3.5x, minimum current ratio of 1.1x, profitable in last 3 years and a history of satisfactory payment performance. If losses in any of the last 3 years, explainable and trending up. We require assets to be located East of the Mississippi, with some exception, and have a preference toward assets considered critical to lessees' operations.

Soft Asset Policy:

We will selectively finance software only leases with strong, investment grade or equivalent lessees involving mission-critical software from well-established software vendors.

Industries Most Interested in Funding/Purchasing:

Construction, Corporate Aircraft, Energy Performance Contracts, Manufacturing, Medical, Office Products, Rail, School Buses, Technology, Transportation, and Municipal.

Industries Will Not Fund/Purchase From:

Agriculture, Broadcast, Cable, Communications, Gaming and Casino Equipment, Hazardous Waste, Hospitality, HVAC, Livestock, Marine, Modular Buildings, Real Estate Related, Recreation, Restaurant Equipment, Retail FFE and POS, Satellite, Startups and Underground Mining.

Lessor and/or Broker Requirements:

We prefer lessors with five years in business, profitable operations, \$1 million in net worth with audited statements and favorable funding source references. Leasing companies must have the ability to commit, document and fund on an interim basis prior to permanent funding. Nonetheless, we will also work with new leasing companies in which the principals have extensive experience in equipment leasing.

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

AMERICAN INDUSTRIAL LEASING COMPANY

W222 N833 Cheaney Drive
Waukesha, WI 53186

Last Update:
02/13/2006

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(414) 549-6876 (Fax)
f.goretzke@ailco.com

Type of Company

Independent

The company's core business focus:

We have been in business since 1954. We are a small ticket lessor. We are looking to purchase individual deals in the \$5,000-\$250,000 range or portfolios. Our average size transaction is about \$28,000. Deals can be on our docs or your docs, once your docs are approved. We also can doc deals for you in your name. We are more credit then collateral driven but will do deals based on collateral margins. App only to \$50,000. For deals over that financials and or tax returns are required. PG's are require on the vast majority of deals. We like to see a minimum time in business under current ownership of 2-3 years. We will prefund deals. We will go nationwide but prefer the greater midwest region. We are not looking for investment grade deals, just decent deals with decent credits. We offer 2-4 hour turnaround time for credit approval. We are consistent in our credit policies. The credit manager has been with us for 20 years. We do not use credit scoring. 45% of our business every month is with repeat lessees.

Type of Funding Source/Buyer

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$250,000.00
Average	\$28,000.00
Lowest	\$5,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)

Lease Structures

No Information Provided

Lease Terms

Longest	60
Average	42
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper: Our Documents Only

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Purchase Portfolios

Progress Payments

Other

Our company DOES originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

We are always interested in purchasing preforming small ticket portfolios.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses			•	
Cable		•		
Communications		•		
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy			•	

Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine			•	
Materials Handling	•			
Medical	•			
Mining			•	
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail			•	
Recreation		•		
Recycling		•		
Restaurant			•	
Satellite			•	
Software	•			
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal	•			

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	5.0%
Lower Middle Market	5.0%
Start-ups/Venture	0.0%
Municipal/Government	5.0%
Other	80.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

2-3 years minimum time in business. Will go nationwide but prefer the greater midwest. App only to \$50,000. PG's of principals usually needed. We are more credit driven but will do deals based on collateral margins. Financials or tax returns required for most deals over \$50,000. We do not credit score. Each deal is looked at by the credit manager who has 20 years experience in the small ticket arena. Our credit policies are consistant.

Soft Asset Policy:

We will finance software, installation, etc.

Industries Most Interested in Funding/Purchasing:

Most types of businesses except as stated below. We specialized in leasing computers to hospitals and medical clinics.

Industries Will Not Fund/Purchase From:

Restaurants, (Chains and franchises ok) marine, ag, ATM's, tanning booths.

Lessor and/or Broker Requirements:

We are looking to establish long term relationships with sellers of deals.

Affiliations

UAEL

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Start of Fiscal Year

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

BANK OF THE WEST

201 N. Civic Drive
Suite 360B
Walnut Creek, CA 94596-3864

Last Update:
03/07/2006

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Philip Green (Alternate Contact)
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(800) 473-9878 (Fax)
pgreen@bankofthewest.com

Type of Company

Bank

The company's core business focus:

Bank of the West is primarily interested in indirect relationships with independent leasing companies and brokers. We are a cash flow and balance sheet lender with an appetite for transactions \$10,000 and above. Application-only programs are offered from \$10,000 to \$100,000 and financial statement programs are offered from \$20,000 to \$3MM. We offer competitive pricing for qualified credits. A variety of products and programs are offered, including PRO and TRAC tax leases, application-only, specialty app-only, progress payments, and more. Companies seeking a relationship are required to be in business for a minimum of 3 years and have a verifiable track record of producing at least \$5.0 million in fundings annually. They should be able to demonstrate the capability of producing a minimum of \$1.0 million in fundings annually in "A" quality business. Syndication and portfolio purchases are also offered.

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$200,000.00
Lowest	\$10,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Tax-Exempt Municipal Lease

Lease Terms

Longest

84 Months

Average

60 Months

Shortest

24 Months

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Fund Leases as a Group

Fund Leases Individually

Tax-Exempt Municipal Leasing

Purchase Portfolios

Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		

Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine			•	
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other				•
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail			•	
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite			•	
Software		•		
Trucks and Trailers		•		
Utility		•		

Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5.0%
HLT/Large Cap	5.0%
Near Investment Grade	5.0%
Middle Market	5.0%
Lower Middle Market	75.0%
Start-ups/Venture	0.0%
Municipal/Government	5.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum 3 years in business, must have "traditional" cash flow coverage ratio of at least 1.5 times. Leverage and liquidity must be in line with industry averages, and secondary source of repayment is preferred.

Soft Asset Policy:

Because we are a cash flow and balance sheet lender, softer assets are acceptable. Software only transactions are accepted with up to 36 month terms. Soft costs such as tenant improvements are acceptable if less than 25% of total equipment cost.

Industries Most Interested in Funding/Purchasing:

We are a cash flow and balance sheet lender that is not focused on industry.

Industries Will Not Fund/Purchase From:

Garment, Mortgage Brokers and Real Estate Developers are generally

unacceptable.

Lessor and/or Broker Requirements:

We require 3 years in business, 5 years industry experience. Company must have 3 satisfactory funding references verifying at least \$5MM in annual fundings. Principals of closely held companies must have satisfactory credit and a Fair Issac Score of at least 680. Minimum annual volume commitment of \$1.0MM is required.

Affiliations

UAEL
EAEL
NAELB

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

BOSTON FINANCIAL & EQUITY CORPORATION

1260 Boylston Street
P.O. Box 15071
Boston, MA 02215-4401
www.bfec.com

Last Update:
03/03/2006

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(617) 437-7601 (Fax)
jb@bfec.com

Type of Company

Independent

The company's core business focus:

Leases to HIGH RISK credits. Startups, turnarounds and other unbankable credits. Creative, flexible terms. We hold our own paper.

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$1,500,000.00
Average	\$500,000.00
Lowest	\$100,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)

Lease Structures

No Information Provided

Lease Terms

Longest	36 mo
Average	30 mo
Shortest	24 mo

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper: Our Documents Only
- Buy Paper from Leasing Companies
- Fund Leases Individually

Venture Leasing

Our company DOES originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses			•	
Cable			•	
Communications	•			
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles			•	
Energy			•	
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal			•	
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom		•		

Marine			•	
Materials Handling	•			
Medical		•		
Mining			•	
Modular Buildings			•	
Office		•		
Other				•
Point of Sale/Banking		•		
Printing	•			
Project Finance			•	
Rail			•	
Recreation			•	
Recycling			•	
Restaurant			•	
Satellite				•
Software		•		
Trucks and Trailers			•	
Utility			•	
Video			•	
Waste Removal			•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	0.0%
Lower Middle Market	0.0%
Start-ups/Venture	70.0%
Municipal/Government	0.0%
Other	30.0%

Our Company is a(n):
Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

No minimums! If company has been in business over 2 years we require CPA year end statements.

Soft Asset Policy:

No training, installation or shipping.

Industries Most Interested in Funding/Purchasing:

Most.

Industries Will Not Fund/Purchase From:

Vending, drycleaning, restaurant and health/fitness, transportation of any type.

Lessor and/or Broker Requirements:

No requirements

Affiliations

UAEL
EAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

CIT

650 Cit Drive

Livingston, NJ 07039-5703

www.cit.com

Last Update:

03/07/2006

Vincente D'Ingianni (Primary Contact)

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(800) 234-7969 (Fax)

dominic.lount@cit.com

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

CIT Group, a leading commercial finance company, provides clients with financing and leasing products. Founded in 1908, CIT has nearly 50 billion in assets under management and possesses the financial resources, industry expertise and product knowledge to serve the needs of clients in over 30 industries. CIT holds leading positions in vendor financing, factoring, commercial and corporate aircraft financing, rail, construction, Small business Administration Loans, and asset-based lending. CIT has a keen interest in portfolio acquisitions

Type of Funding Source/Buyer

Lender
Investor

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$100,000,000.00
Average	\$2,000,000.00
Lowest	\$5,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Vendor Finance

Lease Terms

Longest	10 years
Average	5 years
Shortest	1 year

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies
- Discount-Nonrecourse
- Discount-Recourse
- Fund Leases as a Group
- Purchase Portfolios
- Residual Financing Warehouse Lines (Direct Lines to Leasing Companies)

Our company DOES originate paper.

We DO syndicate or sell paper. Details: CIT will sell transactions where exposure limits are hit. Additionally, CIT originates both direct, indirect and through vendor relationships.

Syndications / Portfolios:

CIT can virtually cover all equipment types and needs

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses				•
Cable				•
Communications		•		

Computer	•			
Construction		•		
Electronic		•		
Emergency Vehicles				•
Energy		•		
Furniture/Fixtures	•			
Gaming		•		
Graphic Arts		•		
Industrial	•	•		
Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining	•			
Modular Buildings				•
Office		•		
Other		•		
Point of Sale/Banking	•	•		
Printing	•			
Project Finance		•		
Rail		•		
Recreation				•
Recycling				•
Restaurant		•		
Satellite				•
Software		•		

Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal				•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10.0%
HLT/Large Cap	0.0%
Near Investment Grade	20.0%
Middle Market	50.0%
Lower Middle Market	15.0%
Start-ups/Venture	0.0%
Municipal/Government	5.0%
Other	0.0%

Our Company is a(n):
 Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Generally 2 years in business, PG's ok

Soft Asset Policy:

yes, lessor and debt-size leverage lease or lease discount.

Industries Most Interested in Funding/Purchasing:

No special limitations. Sensitive to environmental issues and some limitation in the retail industry. One of the largest SBA lenders in the nation.

Industries Will Not Fund/Purchase From:

No industry bias.

Lessor and/or Broker Requirements:

Deal with a full spectrum of financial intermediaries.

Affiliations

UAEL
EAEL
NAELB

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

COMERICA LEASING CORPORATION

29201 Telegraph Road
2nd Floor
Southfield, MI 48034-1331

Last Update:
02/06/2006

Michael MacMichael (Primary Contact)
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michael_j_macmichael@comerica.com

Brian Ris (Alternate Contact)
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(248) 948-2995 (Fax)
brian_m_ris@comerica.com

Type of Company

Bank

The company's core business focus:

Comerica Lessor Services is a separate business unit within Comerica Leasing, a Division of Comerica Bank. Comerica Lessor Services is operated separately and distinctly from all other lines of business. Our interest lies in developing long term relationships with leasing companies.

Type of Funding Source/Buyer

Lender
Investor
Agent

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$15,000,000.00
Average	\$1,000,000.00
Lowest	\$250,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease

Lease Terms

Longest	120
Average	60
Shortest	18

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper from Leasing Companies

Discount-Nonrecourse

Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Occasionally, we have sold transactions (primarily equity in Leveraged Leases) on a limited basis.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft	•			
Automobile			•	
Broadcast			•	
Buses		•		
Cable			•	
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures			•	
Gaming			•	
Graphic Arts			•	

Industrial	•			
Intermodal		•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings			•	
Office			•	
Other		•		
Point of Sale/Banking			•	
Printing	•			
Project Finance			•	
Rail	•			
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	
Software		•		
Trucks and Trailers	•			
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	30.0%
HLT/Large Cap	0.0%
Near Investment Grade	20.0%
Middle Market	35.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	5.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

- Minimum of 3 years in business, No start-ups - Sufficient cash flow to carry existing and proposed debt service - Debt to Tangible Net Worth of 3:1 or better (or within industry standards) - Tangible Net Worth sufficient to support operations - Profitable operations - Positive working capital

Soft Asset Policy:

Yes - Prefer soft/hard mix - credit based decision

Industries Most Interested in Funding/Purchasing:

Will consider all but those listed below

Industries Will Not Fund/Purchase From:

Resturant, Gaming, Laundry, Agriculture

Lessor and/or Broker Requirements:

Prefer lessors with 5 years in business. No start-ups. Lessor to provide list of current funding sources as well as annual financial statements.

Affiliations

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

COMMONWEALTH CAPITAL CORP.

400 Cleveland Street

7th Floor

Clearwater, FL 33755-4041

Last Update:

03/07/2006

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(727) 943-2601 (Fax)

jgreen@ccclease.com

Type of Company

Independent

The company's core business focus:

We are a funding source for single investor transactions and equity side of leverage leases.

Type of Funding Source/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$750,000.00
Average	\$300,000.00
Lowest	\$50,000.00

Category:

Middle Ticket (\$250-1M)

Lease Structures

Equity
Leveraged Lease
Operating Lease

Lease Terms

Longest	36
Average	30
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval
 Fund Leases as a Group
 Fund Leases Individually
 Other
 Residual Sharing

Our company DOES NOT originate paper.
 We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast			•	
Buses			•	
Cable			•	
Communications		•		
Computer		•		
Construction			•	
Electronic		•		
Emergency Vehicles			•	
Energy		•		
Furniture/Fixtures			•	
Gaming			•	
Graphic Arts				•
Industrial			•	
Intermodal			•	
Laundry/Drycleaning			•	

Livestock			•	
Machine Tool			•	
Mailroom			•	
Marine			•	
Materials Handling			•	
Medical		•		
Mining			•	
Modular Buildings			•	
Office			•	
Other			•	
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail			•	
Recreation			•	
Recycling			•	
Restaurant			•	
Satellite				•
Software			•	
Trucks and Trailers			•	
Utility			•	
Video			•	
Waste Removal			•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	80.0%
HLT/Large Cap	0.0%
Near Investment Grade	20.0%
Middle Market	0.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Baa credit criteria or similar

Soft Asset Policy:

Only accepted when full pay out during lease term.

Industries Most Interested in Funding/Purchasing:

High technology

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

March

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

EQUILEASE FINANCIAL SERVICES, INC.

50 Washington Street
Suite 1211
Norwalk, CT 06854-2710
www.eqcorp.com

Last Update:
03/27/2006

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(203) 354-3655 (Fax)
gsilver@eqcorp.com

Type of Company

Independent

The company's core business focus:

Our primary business focus is to (i) acquire any lease or loan portfolio where there are a decent % of outstandings over 30 days, and the portfolio size is not less than \$2 Million (ii) to establish with vendor's or thru lessor's meaningful vendor programs. A minority stockholder of Equilease is an \$8 Billion Dollar Investment Company and we are their US Leasing Platform.

Type of Funding Source/Buyer

Lender
Investor

Packager

Source of Funds

Internal Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$200,000,000.00
Average	\$25,000,000.00
Lowest	\$2,000,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)

Lease Structures

- Conditional Sale/Money-over-Money
- Operating Lease
- Vendor Finance

Lease Terms

Longest	72
Average	No Average
Shortest	No Limit

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies

Equity/Purchase of Tax-Oriented Leases Purchase Portfolios

Residual Financing

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Under small ticket and middle market programs with Banks and other Financial Institutions.

Syndications / Portfolios:

Portfolios Desired are from exiting funders and captives or Portfolios that include sub performing loans. Syndication of Commercial Vehicles and other assets held in Portfolio. Servicing -By us.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles	•			
Energy		•		
Furniture/Fixtures		•		

Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine			•	
Materials Handling	•			
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail			•	
Recreation		•		
Recycling			•	
Restaurant		•		
Satellite			•	
Software			•	
Trucks and Trailers	•			
Utility			•	
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	10.0%
Middle Market	25.0%
Lower Middle Market	65.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
 Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We are not limited to cash flow coverages, inane ratios and a particular net worth. We look at Portfolios on a pool basis and score the various derivatives within the pool of leases. We like to see at least 3 Years in Business; Stable Revenue Trends; Demonstrated Cash Flow. If we can draw a conclusion that the Lessee will pay... we will fund your deal.

Soft Asset Policy:

Yes, as part of a pool of loans/leases.

Industries Most Interested in Funding/Purchasing:

Consistent Assets and Portfolios

Industries Will Not Fund/Purchase From:

hazardous waste, pornography, sun tanning,

Lessor and/or Broker Requirements:

Good reputation & references from other funding sources You will deal with the principals here

Affiliations

EAEL

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

FIRST BANK OF HIGHLAND PARK

633 Skokie Blvd.
Northbrook, IL 60062

Last Update:
03/01/2006

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pzediker@firstbankhp.com

Patricia Widmar (Alternate Contact)
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847-272-8298 (Fax)
pwidmar@firstbankhp.com

Type of Company

Bank

The company's core business focus:

First Bank of Highland Park is a relationship oriented funding source that has been providing a full range of financial products to the equipment Lessor for over twenty years. These products include non recourse discounting, warehouse/bridge lines of credit, syndication participations, recourse term facilities as well as syndicated revolving lines. Our credit underwriting criteria requires a minimum net worth of \$75 million for manufacturing, retail, and service type companies and a \$15 million net worth for institutional type credits which include hospitals, schools, colleges, universities, non-profit organizations, and law firms. Simply stated, our approach to funding is very straight forward. We provide very aggressive rates for very good credits

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$22,000,000.00
Average	\$500,000.00
Lowest	\$25,000.00

Category:

Middle Ticket (\$250-1M)

Lease Structures

Conditional Sale/Money-over-Money

Debt

Operating Lease

Lease Terms

Longest	84
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Fund Leases as a Group

Fund Leases Individually

Progress Payments

Warehouse Lines (Direct Lines to Leasing Companies)

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Credits with a minimum net worth of \$75 million, profitable, and cash flowing.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		

Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial		•		
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine			•	
Materials Handling	•			
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	50.0%
HLT/Large Cap	25.0%
Near Investment Grade	15.0%
Middle Market	10.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum net worth of \$75 million for manufacturing, retail, and service type companies. Hospitals, schools, colleges, universities, non profit organizations, and law firms require a minimum net worth of \$15 million.

Soft Asset Policy:

yes

Industries Most Interested in Funding/Purchasing:

manufacturing, service, retail, and institutional type credits.

Industries Will Not Fund/Purchase From:

Commercial airlines and marine

Lessor and/or Broker Requirements:

Lessors who have been in business for a minimum of 3 years with full back room capabilities, sales & use tax administration, and have a warehouse line facility.

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

December

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

FIRST FINANCIAL CORPORATE SERVICES, INC.

1561 E. Orangethorpe Ave

Suite 205

Fullerton, CA 92831

Last Update:

03/01/2006

Richard Stebbins (Primary Contact)

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rstebbins@ffcsi.com

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(714) 888-6222 (Phone)

(714) 333-2289 (Fax)

nlautner@ffcsi.com

Type of Company

Independent

The company's core business focus:

We are an equity investor in FMV leases and can also provide the debt funding on FMV transactions.

Type of Funding Source/Buyer

Investor

Packager

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$3,500,000.00
Average	\$750,000.00
Lowest	\$100,000.00

Category:

Middle Ticket (\$250-1M)

Lease Structures

- Debt
- Equity
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease

Lease Terms

Longest	60
Average	36
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies
- Discount-Nonrecourse
- Fund Leases as a Group
- Fund Leases Individually
- Residual Sharing

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We have a direct sales organization in four (4) states. We will do non-circumvent agreements.

Syndications / Portfolios:

We have a high interest in computer, networking and medical areas.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast				•
Buses			•	
Cable		•		
Communications	•			
Computer	•			
Construction		•		
Electronic	•			
Emergency Vehicles			•	
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		

Industrial		•		
Intermodal	•			
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine			•	
Materials Handling	•			
Medical	•			
Mining		•		
Modular Buildings			•	
Office		•		
Other				•
Point of Sale/Banking		•		
Printing	•			
Project Finance			•	
Rail			•	
Recreation		•		
Recycling			•	
Restaurant			•	
Satellite		•		
Software		•		
Trucks and Trailers			•	
Utility		•		
Video			•	
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	15.0%
HLT/Large Cap	0.0%
Near Investment Grade	25.0%
Middle Market	35.0%
Lower Middle Market	20.0%
Start-ups/Venture	0.0%
Municipal/Government	5.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Companies must have been in business a minimum of five (5) years, have a minimum net worth of 25 million and a sales revenue minimum of 60 million.

Soft Asset Policy:

Depends on credit criteria. Will do up to 25% with hard asset.

Industries Most Interested in Funding/Purchasing:

Banks Industrial Insurance

Industries Will Not Fund/Purchase From:

Restaurants Toxic Waste Gas Stations Nuclear Plants

Lessor and/or Broker Requirements:

Lessor/Broker must originate deal. Lease documents must be industry acceptable. Contracts must have assignment provisions. Payments must be absolute with no abatements.

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

April

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

GE COMMERCIAL FINANCE

44 Old Ridgebury Road

Danbury, CT 06810

www.ge.com/capital/commequip/

Last Update:

03/20/2006

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(928) 569-9302 (Fax)

david.drury@ge.com

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

* GE Capital's the largest middle market finance company in the world. * We can also provide inventory, accounts receivable and other types of commercial finance products if the company needs these in addition to the equipment being financed. * We have offices in many countries around the world. * We can do almost any type of equipment finance structure. * Off balance sheet loans are a speciality of ours. * CAPEX lines of credit are not a problem.

Type of Funding Source/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$150,000,000.00
Average	\$5,000,000.00
Lowest	\$250,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Real Estate

Lease Terms

Longest	15 Years
Average	3-7 Years

Shortest

2 Years

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies
- Discount-Nonrecourse
- Discount-Recourse
- Purchase Portfolios
- Securitizations

Our company DOES NOT originate paper.
 We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles		•		
Energy	•			

Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine	•			
Materials Handling	•			
Medical	•			
Mining	•			
Modular Buildings		•		
Office	•			
Other		•		
Point of Sale/Banking	•			
Printing		•		
Project Finance		•		
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers	•			
Utility	•			
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20.0%
HLT/Large Cap	20.0%
Near Investment Grade	20.0%
Middle Market	30.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

The typical credit is a middle market company.

Soft Asset Policy:

Sometimes - it depends on the credit.

Industries Most Interested in Funding/Purchasing:

See Asset Type list.

Industries Will Not Fund/Purchase From:

See Asset Type list.

Lessor and/or Broker Requirements:

Affiliations

NAELB

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

HUNTINGTON BANK EQUIPMENT FINANCE

917 Euclid Avenue
Cleveland, OH 44115-1401

Jeffry Elliott (Primary Contact)
(216) 515-6763 (Phone)
(877) 477-1226 (Fax)
jeffry.elliott@huntington.com

Robert Allanson (Alternate Contact)
(513) 762-5111 (Phone)
(513) 762-1843 (Fax)
rob.allanson@huntington.com

Last Update:
02/04/2006

Type of Company

Bank

The company's core business focus:

Type of Funding Source/Buyer

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$500,000.00
Lowest	\$5,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

Lease Terms

Longest	120
Average	48
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural				•
Aircraft		•		
Automobile				•
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy				•
Furniture/Fixtures		•		
Gaming				•
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning				•
Livestock				•
Machine Tool		•		
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		

Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail		•		
Recreation				•
Recycling		•		
Restaurant				•
Satellite				•
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10.0%
HLT/Large Cap	15.0%
Near Investment Grade	25.0%
Middle Market	50.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Positive Fixed Charge Coverage.

Soft Asset Policy:

Yes, generally up to 15% of the deal.

Industries Most Interested in Funding/Purchasing:

Independent Leasing Companies.

Industries Will Not Fund/Purchase From:

Energy

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large TicketLarge Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

IBM GLOBAL FINANCING

North Castle Drive
Armonk, NY 10504

Last Update:
03/03/2006

Paul Firestone (Primary Contact)
(905) 316-5169 (Phone)
(905) 316-1703 (Fax)
fireston@ca.ibm.com

David DeLange (Alternate Contact)
(914) 765-5689 (Phone)
(914) 765-5729 (Fax)
delange@us.ibm.com

Type of Company

Captive

The company's core business focus:

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$2,500,000.00
Lowest	\$500,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Equity
- Leveraged Lease
- Operating Lease
- Vendor Finance

Lease Terms

Longest	84
Average	36
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies
- Discount-Nonrecourse
- Discount-Recourse

Debt Side of a Leveraged Lease
 Fund Leases as a Group
 Fund Leases Individually

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Contact Loren Hill at 914-765-6486

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast			•	
Buses			•	
Cable			•	
Communications		•		
Computer	•			
Construction			•	
Electronic		•		
Emergency Vehicles			•	
Energy			•	
Furniture/Fixtures			•	
Gaming		•		
Graphic Arts			•	
Industrial			•	
Intermodal			•	
Laundry/Drycleaning			•	
Livestock			•	

Machine Tool			•	
Mailroom			•	
Marine			•	
Materials Handling			•	
Medical	•			
Mining			•	
Modular Buildings			•	
Office			•	
Other			•	
Point of Sale/Banking	•			
Printing		•		
Project Finance			•	
Rail			•	
Recreation			•	
Recycling			•	
Restaurant			•	
Satellite			•	
Software		•		
Trucks and Trailers			•	
Utility			•	
Video			•	
Waste Removal			•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20.0%
HLT/Large Cap	0.0%
Near Investment Grade	40.0%
Middle Market	30.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

EBITDA positive

Soft Asset Policy:

No, we do not consider soft assets as collateral, but will finance them to high grade credits.

Industries Most Interested in Funding/Purchasing:

All

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We want to buy deals from lessors who have been awarded the lease. Lessor must be credit approved and we cannot be the sole source for them.

Affiliations

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

ICB LEASING CORP.

Independence Community Bank
551 Fifth Avenue - Fourth Floor
New York, NY 10176-0001

Last Update:
03/13/2006

Jean Cutting (Primary Contact)
(212) 209-9178 (Phone)
(212) 209-9179 (Fax)
jcutting@icbny.com

Andrew Corsi (Alternate Contact)
(212) 209-9177 (Phone)
(212) 209-9179 (Fax)
acorsi@icbny.com

Type of Company

Bank

The company's core business focus:

ICB Leasing Corp. is the leasing group for Independence Community Bank headquartered in New York City. We are a national funding source for approved lessors and brokers.

Type of Funding Source/Buyer

Lender
Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$250,000.00
Lowest	\$50,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)

Lease Structures

Conditional Sale/Money-over-Money
Debt

Lease Terms

Longest	84
Average	36 to 60
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval
 Discount-Nonrecourse
 Discount-Recourse
 Debt Side of a Leveraged Lease
 Fund Leases as a Group
 Fund Leases Individually
 Purchase Portfolios
 Progress Payments

Our company DOES originate paper.
 We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast	•			
Buses	•			
Cable		•		
Communications	•			
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles	•			
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			

Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom	•			
Marine		•		
Materials Handling	•			
Medical	•			
Mining		•		
Modular Buildings			•	
Office	•			
Other		•		
Point of Sale/Banking	•			
Printing	•			
Project Finance			•	
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software	•			
Trucks and Trailers		•		
Utility		•		
Video	•			
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	25.0%
Middle Market	50.0%
Lower Middle Market	25.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

On a deal by deal basis.

Soft Asset Policy:

We will finance 100% soft collateral leases based on credit, term and deal size.

Industries Most Interested in Funding/Purchasing:

Most industries as outlined in this profile.

Industries Will Not Fund/Purchase From:

See profile.

Lessor and/or Broker Requirements:

All lessors and brokers must be approved. Please contact us for our Dealer Application for quick qualification.

Affiliations

EAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

IFC CREDIT CORPORATION

8700 Waukegan Road

Suite 100

Morton Grove, IL 60053-2103

Last Update:

03/21/2006

Rudolph Trebels (Primary Contact)

(847) 663-6700 (Phone)

(847) 324-1710 (Fax)

rtrebels@ifccredit.com

John Estok (Alternate Contact)

(847) 663-6713 (Phone)

(847) 663-6706 (Fax)

jestok@ifccredit.com

Type of Company

Independent

The company's core business focus:

Providing reliable funding services since 1988, IFC Credit offers competitive rates and flexible terms along with a proven ability to structure transactions that provide meaningful financial benefits. Our commitment to providing exceptional service, backed by innovative technology and solid industry experience, delivers outstanding results. Whether you need funding for a complex middle-market transaction, a small-ticket vendor program with unique requirements, or the sale of a receivable or residual portfolio, IFC has the right solution for you.

Type of Funding Source/Buyer

Lender
Investor
Agent
Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$250,000.00
Lowest	\$5,000.00

Category:

Small/Middle Ticket (\$50-250k)
Middle Ticket (\$250-1M)

Lease Structures

Debt
Operating Lease

Lease Terms

Longest	120 Months
Average	48 Months

Shortest

24 Months

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper from Leasing Companies

Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft		•		
Automobile			•	
Broadcast	•			
Buses	•			
Cable	•			
Communications		•		
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures	•			
Gaming			•	
Graphic Arts	•			

Industrial	•			
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine			•	
Materials Handling	•			
Medical	•			
Mining		•		
Modular Buildings			•	
Office	•			
Other		•		
Point of Sale/Banking	•			
Printing	•			
Project Finance		•		
Rail		•		
Recreation			•	
Recycling		•		
Restaurant		•		
Satellite			•	
Software	•			
Trucks and Trailers			•	
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5.0%
HLT/Large Cap	0.0%
Near Investment Grade	10.0%
Middle Market	45.0%
Lower Middle Market	30.0%
Start-ups/Venture	5.0%
Municipal/Government	5.0%
Other	0.0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum time in business of 2 years. IFC Credit Corporation prefers established profitable businesses seeking essential use equipment, but will consider the following: 1) Turnaround companies desiring to lease revenue producing equipment, and which can provide economic justification showing how the equipment acquisition will allow lessee to cash flow in future and be able to make its lease payments. 2) Story credits with one-time extraordinary items which can be explained as to how this extraordinary event will not affect future cash flow and the ability of the lessee to make its lease payments.

Soft Asset Policy:

Yes, primarily software subject to credit approval.

Industries Most Interested in Funding/Purchasing:

1) Medical/Healthcare 2) Industrial/Manufacturing 3) Technology 4) Printing/Graphic Arts 5) Corrugated & Converting 6) Construction 7) Service Businesses

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

IFC requires a signed broker application and broker agreement. IFC requires transactions over \$100,000 to be awarded to IFC. We will invest the time in your transaction in order to properly structure your transaction for approval and

funding if your lessee is willing to be responsive to our credit needs which may include financial projections and equipment justifications, etc.

Affiliations

UAEL
EAEL
NAELB

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

LAKELAND BANK LEASING

166 Changebridge Road
Montville, NJ 07045-9544

Last Update:
03/20/2006

Steven Schachtel (Primary Contact)
(973) 882-1515x230 (Phone)
(877) 386-3710 (Fax)
sschachtel@lakelandbankleasing.com

Steven Schachtel (Alternate Contact)
(973) 882-1515x230 (Phone)
(877) 386-3710 (Fax)
sschachtel@lakelandbankleasing.com

Type of Company

Bank

The company's core business focus:

Lakeland Bank's Equipment Leasing Division is a nationwide funding source. We consider both new and used equipment types with collateral as a consideration with credit quality. Lakeland Bank provides fast and consistent approvals and fundings. Most transactions under 250k are decisioned within 24 hours.

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$30,000,000.00
Average	\$100,000.00
Lowest	\$10,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Tax-Exempt Municipal Lease

Lease Terms

Longest	72
Average	44
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Fund Leases as a Group

Fund Leases Individually

Tax-Exempt Municipal Leasing

Our company DOES originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses			•	
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		

Industrial		•		
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine			•	
Materials Handling		•		
Medical		•		
Mining			•	
Modular Buildings			•	
Office		•		
Other			•	
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail		•		
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	
Software		•		
Trucks and Trailers		•		
Utility			•	
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	15.0%
HLT/Large Cap	0.0%
Near Investment Grade	5.0%
Middle Market	5.0%
Lower Middle Market	60.0%
Start-ups/Venture	0.0%
Municipal/Government	15.0%
Other	0.0%

Our Company is a(n):
Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Flexible small ticket UNL programs

Soft Asset Policy:

Yes, For Investment grade credits and for small ticket UNL programs

Industries Most Interested in Funding/Purchasing:

Lakeland Bank has several successful small ticket UNL programs running and specializes in providing industry leading service to our customers. We also purchase portfolios and buy aged transactions. Lakeland also purchases US Government transactions over 2 million and municipal and investment grade transactions over 25 thousand.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

UAEL
EAEL

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Start of Fiscal Year

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

MAIN STREET NATIONAL BANK

23970 US Highway 59 North
Kingwood, TX 77339

Last Update:
03/10/2006

Robert Fisher (Primary Contact)
(281) 348-2017 (Phone)
(281) 348-2071 (Fax)
rfisher@msnbank.com

Bryan Wheeler (Alternate Contact)
(281) 348-2046 (Phone)
(281) 348-2074 (Fax)
bwheeler@msnbank.com

Type of Company

Bank

The company's core business focus:

Type of Funding Source/Buyer

Lender

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$1,000,000,000.00
Average	\$100,000.00
Lowest	\$10,000.00

Category:

- Middle Ticket (\$250-1M)
- Small/Middle Ticket (\$50-250k)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Vendor Finance Leveraged Lease

Lease Terms

Longest	84
Average	48
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies
- Buy Paper: Standard Industry Documents Subject to Approval
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Fund Leases as a Group

Fund Leases Individually
 Other
 Purchase Portfolios
 Securitizations
 Buy Paper: Our Documents Only
 Tax-Exempt Municipal Leasing

Our company DOES originate paper.
 We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural				•
Aircraft				•
Automobile				•
Broadcast				•
Buses				•
Cable				•
Communications	•			
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles				•
Energy				•
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal				•

Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom	•			
Marine			•	
Materials Handling			•	
Medical	•			
Mining			•	
Modular Buildings			•	
Office	•			
Other				•
Point of Sale/Banking		•		
Printing		•		
Project Finance				•
Rail				•
Recreation				•
Recycling		•		
Restaurant		•		
Satellite				•
Software				•
Trucks and Trailers				•
Utility		•		
Video				•
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	0.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Neither Asset-Based nor Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

UAEL
EAEL
NAELB

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Start of Fiscal Year

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

MARCAP CORPORATION

200 West Jackson
Suite 2000
Chicago, IL 60606-6910
www.marcapcorp.com

Last Update:
02/10/2006

Justin Tabone (Primary Contact)
(312) 425-2424 (Phone)
(312) 425-2442 (Fax)
tabone@marcapcorp.com

Kal Patel (Alternate Contact)
(312) 641-0233 (Phone)
(312) 425-2441 (Fax)
patel@marcapcorp.com

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

MarCap exclusively focuses on medical transactions. We have particular expertise in financing the needs of both existing and start-up outpatient healthcare providers including diagnostic imaging centers, ambulatory surgery centers, dialysis centers, physician groups and hospitals.

Type of Funding Source/Buyer

Lender
Investor
Agent

Source of Funds

Internal Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$1,500,000.00
Lowest	\$150,000.00

Category:

Middle Ticket (\$250-1M)

Lease Structures

Conditional Sale/Money-over-Money
 Debt
 Operating Lease
 Vendor Finance

Lease Terms

Longest	72
Average	60
Shortest	30

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Fund Leases as a Group

Fund Leases Individually

Other

Purchase Portfolios

Progress Payments

Residual Financing Residual Sharing

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We fund transactions to hold in our portfolio throughout the full term. Periodically, we may syndicate individual transactions to manage exposure to an individual customer.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast			•	
Buses			•	
Cable			•	
Communications			•	
Computer			•	
Construction			•	
Electronic			•	
Emergency Vehicles			•	
Energy			•	

Furniture/Fixtures			•	
Gaming			•	
Graphic Arts			•	
Industrial			•	
Intermodal			•	
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool			•	
Mailroom			•	
Marine			•	
Materials Handling			•	
Medical	•			
Mining			•	
Modular Buildings			•	
Office			•	
Other			•	
Point of Sale/Banking			•	
Printing			•	
Project Finance			•	
Rail			•	
Recreation			•	
Recycling			•	
Restaurant			•	
Satellite			•	
Software			•	
Trucks and Trailers			•	
Utility			•	
Video			•	
Waste Removal			•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	10.0%
Lower Middle Market	30.0%
Start-ups/Venture	60.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

In the case of medical transactions, all types of credits are considered including startups. We fund hospitals as well as diagnostic imaging centers, ambulatory surgery centers, dialysis centers, and other outpatient focused entities.

Soft Asset Policy:

100% "soft" collateral transactions will be considered only if the lessee is in the medical industry.

Industries Most Interested in Funding/Purchasing:

Medical industry.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Lessor/Broker application with financial information and Lessor/Broker agreement.

Affiliations

UAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

MB FINANCIAL BANK

6111 N. River Road
Rosemont, IL 60018-5158

Last Update:
03/01/2006

Dennis Roesslein (Primary Contact)
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droesslein@mbfinancial.com

Mike Markovitz (Alternate Contact)
(847) 653-1905 (Phone)
(847) 653-0079 (Fax)
mmarkovitz@mbfinancial.com

Type of Company

Bank

The company's core business focus:

Our Lease Banking group has been providing financing and lease discounting to equipment leasing companies throughout the U.S. for over 36 years. In addition to lease financing, we also provide lessors with short-term lines of credit and a full range of commercial banking services. MB Financial Bank is a locally operated financial institution that for more than 90 years has been delivering competitive personalized service to privately-owned, middle-market companies as well as individuals who live and work in the Chicago metropolitan area through its banking centers. With more than \$5.6 billion in total assets, MB Financial Bank has grown substantially in the past several years. MB Financial Bank's holding company, MB Financial, Inc., is traded on the NASDAQ as MBFI.

Type of Funding Source/Buyer

Lender
Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$15,000,000.00
Average	\$500,000.00
Lowest	\$100,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Debt
- Leveraged Lease
- Operating Lease

Lease Terms

Longest	72
Average	36

Funding/Buyer Programs

The company provides these types of financing:
Discount-Nonrecourse

Our company DOES NOT originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications	•	•		
Computer	•	•		
Construction		•		
Electronic	•	•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial		•		

Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other				•
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	60.0%
HLT/Large Cap	0.0%
Near Investment Grade	20.0%
Middle Market	20.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligor:

For non-rated credits, a minimum tangible net worth size of \$30MM-\$40MM, relatively low leverage, profitable operations and strong cash flow. Usually an operating history of ten years or more. We require fully audited financials on lessees.

Soft Asset Policy:

Yes, we will selectively finance software only leases with strong, investment grade or equivalent lessees involving mission-critical software from well-established software vendors.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We work with lessors with well-established reputations in the equipment leasing business. We also work with new leasing companies in which the principals have extensive experience in equipment leasing.

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

NATIONAL CITY COMMERCIAL CAPITAL CORP.

995 Dalton Avenue
Cincinnati, OH 45203-1101

Last Update:
03/06/2006

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john.merritt@nationalcity.com

Susan Foster (Alternate Contact)
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(513) 263-6142 (Fax)
susan.foster@nationalcity.com

Type of Company

Bank

The company's core business focus:

Commercial Equipment Leasing and Finance

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

500-600 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$100,000,000.00
Average	\$150,000.00
Lowest	\$1,500.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease
- Vendor Finance

Lease Terms

Longest	120
Average	42
Shortest	6

Funding/Buyer Programs

The company provides these types of financing:
 Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval
 Discount-Nonrecourse
 Discount-Recourse
 Debt Side of a Leveraged Lease
 Fund Leases as a Group
 Fund Leases Individually
 Tax-Exempt Municipal Leasing
 Purchase Portfolios
 Progress Payments
 Residual Sharing
 Securitizations
 Warehouse Lines (Direct Lines to Leasing Companies)

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Sell exposures above hold limit primarily.

Syndications / Portfolios:

Prefer to purchase debt side of larger deals, or entire portfolios of small and middle ticket assets. Service retention rights available.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile			•	
Broadcast	•			
Buses		•		
Cable		•		
Communications		•		
Computer	•			
Construction		•		
Electronic		•		
Emergency Vehicles	•			

Energy	•			
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom	•			
Marine		•		
Materials Handling	•			
Medical	•			
Mining		•		
Modular Buildings		•		
Office	•			
Other				•
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail		•		
Recreation			•	
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

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Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	7.0%
HLT/Large Cap	6.0%
Near Investment Grade	22.0%
Middle Market	27.0%
Lower Middle Market	29.0%
Start-ups/Venture	1.0%
Municipal/Government	5.0%
Other	3.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Program specific

Soft Asset Policy:

Generally 20-30%

Industries Most Interested in Funding/Purchasing:

N/A

Industries Will Not Fund/Purchase From:

Adult Entertainment

Lessor and/or Broker Requirements:

Audited/Reviewed Financial Statements. Minimum infrastructure to include credit adjudication. We enjoy working with companies with unique niche expertise who may be willing to share in risk/reward of portfolio.

Affiliations

UAEL

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

NEW WORLD EQUIPMENT FUNDING, LLC

1979 Marcus Avenue
Suite 232
Lake Success, NY 11042

Last Update:
03/15/2006

John Martella (Primary Contact)

(516) 918-6440 (Phone)

(516) 918-6441 (Fax)

jmartella@nwlf.net

Stanley Newman (Alternate Contact)

(516) 918-6434 (Phone)

(516) 918-6435 (Fax)

snewman@nwlf.net

Type of Company

Independent

The company's core business focus:

New World Equipment Funding, LLC is a recently formed commercial and industrial equipment subsidiary of a diversified financial services company which provides funding facilities to lessors nationwide and other industry specific lending products. In partnership with a major investment bank and hedge fund, we deliver customized funding arrangements to mid-stage and mature lessors. Our management team includes seasoned professionals from the equipment leasing industry as well as the investment banking community. Each team member has over 25 years of successful industry experience. This team of innovative funding engineers has the ability to understand the risks and rewards associated with your market niche and to create funding alternatives which will enable you to achieve maximum market penetration. We are primarily focused on mid-stage and mature lessors with servicing capability but we are equally interested in early stages companies

with strong management and market expertise.

Type of Funding Source/Buyer

Lender

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$1,500,000.00
Average	\$100,000.00
Lowest	\$5,000.00

Category:

No Information Provided

Lease Structures

Conditional Sale/Money-over-Money
Debt
Vendor Finance

Lease Terms

Longest	120
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Leasing Companies
- Buy Paper: Standard Industry Documents Subject to Approval
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Fund Leases as a Group
- Fund Leases Individually
- Other
- Purchase Portfolios
- Securitizations
- Warehouse Lines (Direct Lines to Leasing Companies)

Our company DOES NOT originate paper.
 We DO syndicate or sell paper.

Syndications / Portfolios:

Individual portfolio purchases from \$10 million to \$100 million. Relationship funding tranches from \$500 thousand monthly.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses		•		

Cable			•	
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles	•			
Energy			•	
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal			•	
Laundry/Drycleaning	•			
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine			•	
Materials Handling	•			
Medical	•			
Mining			•	
Modular Buildings			•	
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing	•			
Project Finance			•	
Rail			•	
Recreation			•	
Recycling			•	
Restaurant			•	

Satellite			•	
Software			•	
Trucks and Trailers		•		
Utility	•			
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	0.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
 Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Guidance line lessors, 5(+) years in business, verifiable portfolio performance, and servicing capability preferred.

Affiliations

NVLA

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

PARK NATIONAL BANK

3930 Edison Lakes Parkway
Suite 310
Mishawaka, IN 46545-3443

Last Update:
03/01/2006

Richard Dunbar (Primary Contact)
(574) 243-1001 (Phone)
(574) 273-4448 (Fax)
ddunbar@parknatl.com

Jack Rives (Alternate Contact)
(678) 277-2592 (Phone)
(678) 277-2593 (Fax)
jrives@parknatl.com

Type of Company

Bank

The company's core business focus:

Park National Bank (formerly Pullman Bank) is an industry leader in providing funding to the full service equipment lessor. We specialize in providing creative solutions to your funding needs, with competitive rates driven by credit quality, and the industry leader in turnaround on credit and funding.

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$500,000.00
Lowest	\$100,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Debt
- Leveraged Lease
- Operating Lease

Lease Terms

Longest	84
Average	48
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:
 Buy Paper from Leasing Companies

Discount-Nonrecourse

Discount-Recourse

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications	•			
Computer	•			
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			

Mailroom		•		
Marine		•		
Materials Handling	•			
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers	•			
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	25.0%
HLT/Large Cap	25.0%
Near Investment Grade	25.0%
Middle Market	25.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

We focus on investment grade and near investment grade credits where the collateral is considered to be soft in nature, and in the middle market where we are financing hard, marketable collateral.

Soft Asset Policy:

Yes, on only the most credit worthy credits.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We seek to do business with lessors who are principals in transactions, and not merely brokers of the deal. Lessors will have a full service back office, capable of administering their portfolio.

Affiliations

UAEL
EAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

PEOPLE'S CAPITAL AND LEASING CORP.

207-231 Bank Street

3rd Floor

Waterbury, CT 06702-2213

Last Update:

02/23/2006

John McCarthy (Primary Contact)

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jxmccar@peoples.com

Jeffrey Kennedy (Alternate Contact)

(203) 591-2718 (Phone)

(203) 757 5122 (Fax)

jakenne@peoples.com

Type of Company

Bank

The company's core business focus:

We are a subsidiary of People's Bank, a Connecticut based bank with assets exceeding \$13 Billion.

Type of Funding Source/Buyer

Lender

Investor

Packager

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$2,000,000.00
Lowest	\$500,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Debt
- Operating Lease

Lease Terms

Longest	96
Average	72
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies

Discount-Nonrecourse
 Debt Side of a Leveraged Lease
 Fund Leases Individually
 Purchase Portfolios
 Progress Payments

Our company DOES originate paper.
 We DO syndicate or sell paper. Details: We syndicate transactions to manage overall exposure.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses	•			
Cable			•	
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal		•		

Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining			•	
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail			•	
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	
Software		•		
Trucks and Trailers	•			
Utility			•	
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10.0%
HLT/Large Cap	0.0%
Near Investment Grade	30.0%
Middle Market	60.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

MIDDLE MARKET TRANSACTIONS: Min Annual Revenues \$5MM; Min Net Worth \$400M Years in Business: 3; Positive Proforma Cash Flow; Debt to Worth within industry guidelines; Solid Collateral Coverage. LARGE TICKET TRANSACTIONS: Annual Revenues of at least \$100MM.

Soft Asset Policy:

WE ONLY ACCEPT "SOFT" ASSETS AS COLLATERAL ON LARGE TICKET TRANSACTIONS.

Industries Most Interested in Funding/Purchasing:

Corrugated, Plastics, Machine Tool, Manufacturing, Cranes, Motor Coaches, School Buses, Tractors, Trailers, Construction, and Material Handling.

Industries Will Not Fund/Purchase From:

Textiles

Lessor and/or Broker Requirements:

We require financial statements and references from other funding sources.

Affiliations

EAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

**POPULAR LEASING - SMALL TICKET, MUNI ACQUISITIONS &
SYNDICATIONS UNIT**

**Division: POPULAR LEASING - SMALL TICKET, MUNI ACQUISITIONS &
SYNDICATIONS UNIT**

Last Update:
03/24/2006

Jourdan Saegusa (Primary Contact)

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jsaegusa@poplease.com

Denise Beauchamp (Alternate Contact)

(800) 829-9411 (Phone)

dbeauchamp@poplease.com

Type of Company

The company's core business focus:

Type of Funding Source/Buyer

Source of Funds

Internal Funds

Annual Volume Funded

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$10,000,000.00
Average	\$2,000,000.00
Lowest	\$10,000.00

Category:

No Information Provided

Lease Structures

No Information Provided

Lease Terms

Longest	180
Average	120
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES originate paper.
We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Small Ticket Commercial Portfolios

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses	•			
Cable		•		
Communications	•			
Computer	•			
Construction	•			
Electronic	•			
Emergency Vehicles	•			
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal			•	
Laundry/Drycleaning	•			
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine			•	
Materials Handling		•		
Medical	•			
Mining			•	
Modular Buildings		•		
Office		•		
Other				•
Point of Sale/Banking		•		

Printing		•		
Project Finance	•			
Rail				•
Recreation		•		
Recycling		•		
Restaurant			•	
Satellite			•	
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal	•			

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	0.0%
Lower Middle Market	75.0%
Start-ups/Venture	0.0%
Municipal/Government	25.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Yes

Industries Most Interested in Funding/Purchasing:

Government Essential Use

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Start of Fiscal Year

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

POPULAR LEASING USA

15933 Clayton Road

Suite 200

Ballwin, MO 63011-2147

www.popularleasingusa.com

Last Update:

03/14/2006

Kevin Ward (Primary Contact)

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kward@poplease.com

Michael Evans (Alternate Contact)

(866) 260-2664x3808 (Phone)

(609) 671-1022 (Fax)

mevans@poplease.com

Type of Company

Bank

The company's core business focus:

The Healthcare & Technology Capital Markets Group of Popular Leasing USA provides leasing services for manufacturers, resellers, and distributors of medical, commercial, and industrial equipment through 14 sales offices nationwide. Customized lease programs give customers easy access to equipment ranging from office furniture and medical apparatus to industrial machinery and fabrication equipment. Popular Leasing's Commercial and Medical Vendor Services teams focus on small ticket (\$5,000 - \$500,000) transactions while its Capital Markets Group specializes in large ticket (\$50,000 - \$5 Million) Healthcare and Technology leases, as well as syndicated portfolio acquisitions and private label assignments. **NEW PRODUCTS:** Municipal Lease-Purchase and loan financing for essential use equipment and projects to tax-exempt entities on a Bank Qualified and Non-

Bank Qualified basis for terms up to 15 years at fixed interest rates.

Type of Funding Source/Buyer

Lender
Investor

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$700,000.00
Lowest	\$25,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

Conditional Sale/Money-over-Money

Debt
Leveraged Lease
Tax-Exempt Municipal Lease
Operating Lease
Vendor Finance

Lease Terms

Longest	180
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers
Buy Paper from Leasing Companies
Buy Paper: Standard Industry Documents Subject to Approval
Discount-Recourse
Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group
Fund Leases Individually
Tax-Exempt Municipal Leasing
Other
Purchase Portfolios
Progress Payments
Residual Financing

Our company DOES originate paper.
We DO syndicate or sell paper.

Syndications / Portfolios:

Captive Vendor or institutional lender

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast			•	
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles	•			
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom			•	
Marine			•	
Materials Handling		•		
Medical	•			
Mining			•	
Modular Buildings		•		
Office		•		
Other		•		

Point of Sale/Banking		•		
Printing		•		
Project Finance	•			
Rail			•	
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	
Software		•		
Trucks and Trailers		•		
Utility		•		
Video			•	
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment	2.0%
Grade	3.0%
HLT/Large Cap	3.0%
Near Investment Grade	3.0%
Middle Market	40.0%
Lower Middle Market	20.0%
Start-ups/Venture	2.0%
Municipal/Government	30.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

yes

Industries Most Interested in Funding/Purchasing:

healthcare related, small ticket commercial, municipal tax-exempt for equipment and real estate.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Transactional and portfolio purchases arranged with captive vendor finance or institutional lenders only. Full disclosure required from source.

Affiliations

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

ROCKWELL FINANCIAL GROUP

8400 E. Prentice Avenue
15th Floor
Greenwood Village, CO 80111-2912

Last Update:
03/08/2006

Aylin Cankardes (Primary Contact)
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acankardes@rockwellfinance.com

Evan Christenson (Alternate Contact)
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(303) 409-7779 (Fax)
echristenson@rockwellfinance.com

Type of Company

Independent

The company's core business focus:

We are an independent finance company with buy and sell capabilities. As a funding source, our purchase target for 2006 is \$100 million in portfolio and individual leases. As a single investor, we are interested in lease transactions with the following parameters: 2-7 year remaining terms, 250k-\$15 million per lease, strong middle market and investment grade credits, all assets (including high tech) for largely FMV transactions. Rockwell will also consider structured transactions on a case by case basis. Additionally, we originate direct with lessee's as well as vendors and syndicate leases that do not fit our investment parameters, as well as to manage portfolio exposure.

Type of Funding Source/Buyer

Lender
Investor
Packager

Source of Funds

Internal Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$15,000,000.00
Average	\$2,000,000.00
Lowest	\$150,000.00

Category:

Middle Ticket (\$250-1M)
Large Ticket (Over \$5M)

Lease Structures

Conditional Sale/Money-over-Money
Debt
Equity
Leveraged Lease
Operating Lease
Vendor Finance

Lease Terms

Longest	84 months
Average	48 months
Shortest	24 months

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Fund Leases as a Group

Fund Leases Individually

Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We syndicate to maintain portfolio balance, and to generate fee income.

Syndications / Portfolios:

We are very interested in purchasing high and low tech portfolio's for FMV leases. Depending in yield considerations, we have also done some structured lease transactions. We are a generalist and will review most assets for our fundings.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		

Computer		•		
Construction	•			
Electronic	•	•		
Emergency Vehicles		•		
Energy	•			
Furniture/Fixtures	•			
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal		•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom	•			
Marine			•	
Materials Handling	•			
Medical	•			
Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing	•			
Project Finance			•	
Rail		•		
Recreation		•		
Recycling		•		
Restaurant			•	
Satellite		•		
Software		•		

Trucks and Trailers	•			
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	65.0%
HLT/Large Cap	5.0%
Near Investment Grade	15.0%
Middle Market	15.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
 Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

-Investment grade. May include near investment grade credits (both public and private). Will consider KMV ratings for investment grade criteria -We can often finance subsidiaries of investment grade credits. -We have been able to finance internationally guaranteed transactions. -Middle market credits require positive cash flow and a strong balance sheet commensurate with industry standard ratios.

Soft Asset Policy:

We provide softcost financing for investment grade lessee's only.

Industries Most Interested in Funding/Purchasing:

Generally most industries with preference for manufacturing equipment.

Industries Will Not Fund/Purchase From:

-Restaurants -Most dot.com companies -Cash flow negative telecom companies -Gaming

Lessor and/or Broker Requirements:

-Deal with principal originators only. (Require direct account relationships) - Require references and/or financial statement disclosure. -Prefer awarded deals. On bids, not interested in bidding if more than 6 bidders are on the list.

Affiliations

UAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

SENTRY FINANCIAL CORPORATION

201 S. Main Street

Suite 1400

Salt Lake City, UT 84111-2215

www.sentryfinancial.com

Last Update:

03/10/2006

Scott Young (Primary Contact)

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syoung@sentryfinancial.com

Jonathan Ruga (Alternate Contact)

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(801) 303-8108 (Fax)

jruga@sentryfinancial.com

Type of Company

Independent

The company's core business focus:

Sentry Financial Corporation is a diversified, full-service financial services company that specializes in providing true leases, capital leases and other financings for a wide variety of equipment, including high technology, telecommunciation, medical, manufacturing, office, furniture fixtures and equipment, and other types of equipment to Fortune 2000, middle market, and smaller established companies. Individual transaction sizes generally range from \$250,000 to \$10,000,000, although there is no unequivocal minimum or maximum. Sentry provides other lessors and brokers with a one-stop source for debt and equity funding on their lease transactions. We are looking for lessors with specific equipment or industry expertise who desire to maintain control over their customer base and who also want to increase their origination volume by using Sentry's funding and structuring capabilities.

We ask our lessor partners to keep a portion of the equity insertion for their own account. Our program offers lessors the potential to significantly leverage their current equity dollars. In the Sentry program, Sentry relies on the originating lessor to assess its clients' needs and to value the equipment to be leased. Lessors bid deals directly with their customers and are given a great deal of equity pricing latitude. Sentry funds the true lease transactions by providing all the payment stream funding as well as the majority (generally 50 to 75 percent) of the equity insertion. The originating lessor provides the balance of the equity insertion. Leases are completed using the lessor's or Sentry's documents. The lessor may continue to handle the customer, including invoicing during the lease term and remarketing the equipment at the end of the lease term. In this manner, our lessor partners maintain control of their customers and are able to build a much larger, more diversified portfolio of residuals in equipment leasing transactions, as well as leveraging their equity dollars.

Type of Funding Source/Buyer

Lender
 Investor
 Agent
 Packager

Source of Funds

Both Internal and Other Funds

Annual Volume Funded

50-100 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$1,000,000.00

Lowest

\$100,000.00

Category:

Middle Ticket (\$250-1M)

Large Ticket (Over \$5M)

Lease Structures

Conditional Sale/Money-over-Money

Debt

Equity

Tax-Exempt Municipal Lease

Operating Lease

Vendor Finance

Lease Terms

Longest

96 months

Average

30 months

Shortest

12 months

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group

Fund Leases Individually

Progress Payments

Residual Sharing

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast		•		
Buses				•
Cable		•		
Communications	•			
Computer	•			
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy	•			
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal				•
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom	•			
Marine		•		
Materials Handling	•			
Medical	•			
Mining		•		

Modular Buildings		•		
Office	•			
Other				•
Point of Sale/Banking	•			
Printing	•			
Project Finance		•		
Rail				•
Recreation		•		
Recycling				•
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers				•
Utility		•		
Video		•		
Waste Removal				•

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment	25.0%
Grade	
HLT/Large Cap	0.0%
Near Investment Grade	25.0%
Middle Market	40.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
 Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Three years or more in business; minimum net worth of \$10 million and profits in at least one of the last two years.

Soft Asset Policy:

Yes, if the credit of the lessee is adequate.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

July

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

SOVEREIGN BANK, CEVF DIVISION

3 Huntington Quad
Suite 101 North
Melville, NY 11747-4602

Last Update:
03/17/2006

Maureen Fitzgerald (Primary Contact)
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Alan Fern (Alternate Contact)
(631) 531-0621 (Phone)
(631) 531-0961 (Fax)
afern@sovereignbank.com

Type of Company

Bank

The company's core business focus:

Sovereign Bank, Commercial Equipment & Vehicle Finance division provides creative funding arrangements to qualified lessors. Although we provide standard industry funding arrangements, we specialize in developing unique funding products for lessors with defined niche expertise. Our funding relationships usually require lessor warehousing capability and we fund in blocks of \$500,000. to \$20,000,000.

Type of Funding Source/Buyer

Lender
Packager

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$150,000.00
Lowest	\$10,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Tax-Exempt Municipal Lease
- Vendor Finance

Lease Terms

Longest	84
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper: Our Documents Only

Buy Paper from Leasing Companies

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group

Tax-Exempt Municipal Leasing

Other

Purchase Portfolios

Warehouse Lines (Direct Lines to Leasing Companies)

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

We purchase or fund lessor portfolios on a relationship basis or a single event from \$5MM and up.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft				•
Automobile	•			
Broadcast			•	
Buses	•			
Cable				•
Communications			•	
Computer			•	
Construction	•			

Electronic			•	
Emergency Vehicles	•			
Energy			•	
Furniture/Fixtures			•	
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal			•	
Laundry/Drycleaning	•			
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine			•	
Materials Handling		•		
Medical	•			
Mining			•	
Modular Buildings			•	
Office			•	
Other				•
Point of Sale/Banking			•	
Printing	•			
Project Finance		•		
Rail			•	
Recreation		•		
Recycling		•		
Restaurant			•	
Satellite			•	
Software			•	
Trucks and Trailers	•			
Utility	•			

Video			•	
Waste Removal			•	

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment	0.0%
Grade	
HLT/Large Cap	0.0%
Near Investment Grade	5.0%
Middle Market	40.0%
Lower Middle Market	30.0%
Start-ups/Venture	0.0%
Municipal/Government	10.0%
Other	15.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Our credit requirements are based on the originators historical portfolio performance, sturcture of the funding relationship, levels of recourse participation and originators financial capacity.

Soft Asset Policy:

Up to 20% of a hard collateral offering.

Industries Most Interested in Funding/Purchasing:

We fund a large variety of industries based upon the originators niche expertise and portfolio performance.

Industries Will Not Fund/Purchase From:

Computer hardware and software, Telecommunications.

Lessor and/or Broker Requirements:

Originator requirements vary with levels of risk participation and annual

funding requirement. In general we are looking for some niche expertise whether by transaction size, equipment types, industry, geographic etc. Non-recourse lessor's considered upon verification of similar funding relationship.

Affiliations

EAEL

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large TicketLarge Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

SUNTRUST LEASING CORPORATION

29 W. Susquehanna Avenue
Suite 400
Towson, MD 21204-5201

Last Update:
03/09/2006

James Pontier (Primary Contact)

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jim.pontier@suntrust.com

Charles Watson (Alternate Contact)

(410) 307-6639 (Phone)

(410) 307-6710 (Fax)

chip.watson@suntrust.com

Type of Company

Bank

The company's core business focus:

Type of Funding Source/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$4,000,000.00
Lowest	\$500,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Equity
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease

Lease Terms

Longest	240
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper: Our Documents Only
- Buy Paper from Leasing Companies
- Buy Paper: Standard Industry Documents Subject to Approval
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group
- Fund Leases Individually
- Inventory Financing/Floor Planning
- Tax-Exempt Municipal Leasing
- Other
- Purchase Portfolios
- Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: STL originates transactions for sale as well as syndicates from existing portfolio.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft	•	•		
Automobile	•	•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction	•	•		
Electronic		•		
Emergency Vehicles	•	•		

Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts			•	
Industrial		•		
Intermodal		•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•	•		
Mailroom			•	
Marine		•		
Materials Handling	•	•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other				•
Point of Sale/Banking		•		
Printing	•	•		
Project Finance			•	
Rail	•	•		
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	
Software			•	
Trucks and Trailers	•	•		
Utility		•		
Video		•		
Waste Removal		•		

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Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	30.0%
HLT/Large Cap	0.0%
Near Investment Grade	15.0%
Middle Market	30.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	25.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Prefer minimum of three consecutive years of profitable operations. Leverage within industry averages.

Soft Asset Policy:

Yes, for strong credits and for shorter terms.

Industries Most Interested in Funding/Purchasing:

Construction/excavation, printing, trucking, wholesale distribution.

Industries Will Not Fund/Purchase From:

Restaurants, hospitality, gaming.

Lessor and/or Broker Requirements:

Prefer three or more years in business. Acceptable funding-source references.

Affiliations

NVLA

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

TOKYO LEASING U.S.A., INC.

2 Gannett Drive

White Plains, NY 10604-3403

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(914) 696-2210 (Phone)

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jsears@tokyoleasingusa.com

Naohiko Ogawa (Alternate Contact)

(914) 696-2204 (Phone)

nogawa@tokyoleasingusa.com

Last Update:

02/27/2006

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

Tokyo Leasing (U.S.A.) Inc. is the America subsidiary of a publicly traded company in Japan of which The Mizuho Banking Group is the largest share holder. We are able to provide the funding capabilities of a large institution while providing the personalized service of a small company

Type of Funding Source/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$7,500,000.00
Average	\$2,000,000.00
Lowest	\$500,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)

Lease Structures

- Debt
- Operating Lease

Lease Terms

Longest	72 months
Average	48 months
Shortest	12 months

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper from Leasing Companies
- Discount-Nonrecourse

Discount-Recourse

Our company DOES originate paper.

We DO NOT syndicate or sell paper. Details: Conduct direct leasing business.

Developing vendor financing programs with small ticket IT vendors.

Syndications / Portfolios:

Purchase small-ticket leasing portfolios \$1.0-2.0M in size; average ticket size of \$30K; maximum ticket of \$75K. Done on partial recourse basis; advance rate = 85-95%; UNL provision between 10% and 25%.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial		•		
Intermodal		•		

Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	10.0%
Middle Market	0.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	90.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Consistent financial performance, adequate cash flow and liquidity. Stable to improving trend. No start-ups.

Soft Asset Policy:

Yes, with satisfactory credit.

Industries Most Interested in Funding/Purchasing:

We are seeking to finance small ticket, general equipment and niche portfolios. We are also interested in financing individual transactions involving Japanese related companies.

Industries Will Not Fund/Purchase From:

Airlines, Brokerage

Lessor and/or Broker Requirements:

Financial statements. Bank and credit references.

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

WELLS FARGO EQUIPMENT FINANCE, INC.

733 Marquette Avenue

Suite 700

Minneapolis, MN 55402-2309

www.wellsfargo.com/com/bus_finance/index.jhtml

Last Update:

03/20/2006

Joseph Fantauzzi (Primary Contact)

(212) 805-1037 (Phone)

(212) 805-1119 (Fax)

joseph.fantauzzi@wellsfargo.com

Robert Wright (Alternate Contact)

(612) 316-2562 (Phone)

(612) 492-9562 (Fax)

robert.j.wright@wellsfargo.com

Type of Company

Bank

The company's core business focus:

Type of Funding Source/Buyer

Lender

Investor

Agent

Packager

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$20,000,000.00
Average	\$500,000.00
Lowest	\$100,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Operating Lease
- Vendor Finance

Lease Terms

Longest	10 Years
Average	4 Years
Shortest	2 Years

Funding/Buyer Programs

The company provides these types of financing:

- Buy Paper: Our Documents Only
- Buy Paper from Leasing Companies
- Buy Paper: Standard Industry Documents Subject to Approval
- Discount-Nonrecourse
- Discount-Recourse
- Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group
- Fund Leases Individually
- Other
- Purchase Portfolios
- Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: We typically syndicate/sell for rate or exposure reasons, but we generally retain the servicing

Syndications / Portfolios:

Yes, we do portfolios.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile			•	
Broadcast				•
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		

Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other				•
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail		•		
Recreation				•
Recycling		•		
Restaurant			•	
Satellite				•
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	20.0%
HLT/Large Cap	0.0%
Near Investment Grade	30.0%
Middle Market	40.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Prefer five years in business, profitable operations and good cash flow coverage.

Soft Asset Policy:

Yes, if the credit warrants.

Industries Most Interested in Funding/Purchasing:

We are generalists and give more emphasis to credit quality.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We prefer lessors with five years in business, profitable operations, \$2-5 million minimum in net worth with audited statements, favorable references and the potential to provide \$5-10 million in volume annually as a source for Wells Fargo Equipment Finance. We are not actively seeking broker relationships.

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

WELLS FARGO Foothill INC.

13727 Noel Road
Suite 1020
Dallas, TX 75240-1336

Last Update:
02/22/2006

Stewart Hayes (Primary Contact)
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shayes@wffoothill.com

Andrea Petro (Alternate Contact)
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(972) 387-4054 (Fax)
apetro@wffoothill.com

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

We provide senior secured warehouse lines of credit to equipment leasing companies in a broad range of industries.

Type of Funding Source/Buyer

Lender
Agent

Source of Funds

Internal Funds

Annual Volume Funded

20-50 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$500,000,000.00
Average	\$25,000,000.00
Lowest	\$10,000,000.00

Category:

No Information Provided

Lease Structures

Lease Terms

Longest	84
Average	48
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES NOT originate paper.

We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning		•		
Livestock		•		
Machine Tool		•		
Mailroom		•		
Marine			•	
Materials Handling		•		
Medical		•		

Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment	0.0%
Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	20.0%
Lower Middle Market	50.0%
Start-ups/Venture	30.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum credit criteria is dependent upon the characteristics of each individual transaction.

Soft Asset Policy:

Yes, in conjunction with hard assets.

Industries Most Interested in Funding/Purchasing:

We focus primarily on the lease and are not particularly industry driven. As such, we will look at a broad range of industries.

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

ALL POINTS CAPITAL CORP.

275 Broadhollow Road
Melville, NY 11747-4823

Last Update:
03/01/2006

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(631) 531-2701 (Fax)
aperettine@allpointscapital.com

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

All Points Capital Corp. is a subsidiary of North Fork Bank, a \$60 billion dollar commercial bank headquartered in Long Island, New York. Our professional staff has been providing unmatched service and expertise to the lessor community for 20 years.

Type of Funding Source/Buyer

Lender

Source of Funds

Internal Funds

Annual Volume Funded

250-500 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$15,000,000.00
Average	\$300,000.00
Lowest	\$100,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Tax-Exempt Municipal Lease

Lease Terms

Longest	84 Months
Average	48 months
Shortest	24 months

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies
 Buy Paper: Standard Industry Documents Subject to Approval
 Discount-Nonrecourse
 Discount-Recourse
 Debt Side of a Leveraged Lease
 Fund Leases as a Group
 Fund Leases Individually
 Tax-Exempt Municipal Leasing
 Purchase Portfolios
 Progress Payments

Our company DOES originate paper.
 We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile		•		
Broadcast		•		
Buses		•		
Cable			•	
Communications		•		
Computer			•	
Construction	•			
Electronic			•	
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts	•			

Industrial	•			
Intermodal			•	
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom			•	
Marine			•	
Materials Handling	•			
Medical	•			
Mining			•	
Modular Buildings			•	
Office		•		
Other				•
Point of Sale/Banking			•	
Printing	•			
Project Finance			•	
Rail			•	
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	
Software			•	
Trucks and Trailers		•		
Utility			•	
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	15.0%
Middle Market	60.0%
Lower Middle Market	15.0%
Start-ups/Venture	0.0%
Municipal/Government	10.0%
Other	0.0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Potential obligors should be established a minimum of two years, have annual revenues in excess of \$2M and demonstrate the ability to repay the proposed obligation from cash flow and future earnings. Obligors should also have seasoned management and be free from corporate or personal material derogatory financial data on their credit/reference checks.

Soft Asset Policy:

All Points will consider transactions for "softer assets" provided the financial strength of the proposed obligor and guarantors supports the requested investment.

Industries Most Interested in Funding/Purchasing:

Printing, Manufacturing, Industrial/Production, Construction, Woodworking, Medical, Material handling. For municipalities, only essential equipment will be considered.

Industries Will Not Fund/Purchase From:

Hazardous waste handling, Start-Up ventures, Car Washes, Restaurants, Franchises, Railroad and Marine financing

Lessor and/or Broker Requirements:

Lessors should have at least 2 years of successful operations and/or have management/ownership with a proven track record in the equipment leasing industry. Prospective lessors complete a short form application and submit 2

years of financial information/tax returns. Peer funding source checks are completed. Information regarding the lessor's go to market strategy is also obtained to determine the nature, quality and quantity of annual originations. Lessors should be capable of generating a minimum of \$1M annually in approved offerings.

Affiliations

UAEL
EAEL
NVLA

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

CATERPILLAR FINANCIAL SERVICES CORPORATION

2120 West End Avenue
Nashville, TN 37203-5258

Last Update:
02/03/2006

Jennifer Coyle (Primary Contact)
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(615) 341-1629 (Fax)
jennifer.coyle@cat.com

Chris Coleman (Alternate Contact)
(615) 341-8217 (Phone)
(615) 341-1629 (Fax)
chris.coleman@cat.com

Type of Company

Captive

The company's core business focus:

Focus on industries which Cat Inc. services and sells to : Marine, Engine, Power, Transport, Construction, Road & Paving, Mining and Natural Resources

Type of Funding Source/Buyer

Lender
Investor
Agent
Packager

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$200,000,000.00
Average	\$7,000,000.00
Lowest	\$1,000,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)

Lease Structures

No Information Provided

Lease Terms

Longest	144
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Purchase Portfolios
- Securitizations

Fund Leases Individually

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

hard asset deals related to the above industries.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft			•	
Automobile			•	
Broadcast			•	
Buses	•			
Cable			•	
Communications			•	
Computer			•	
Construction	•			
Electronic			•	
Emergency Vehicles			•	
Energy	•			
Furniture/Fixtures			•	
Gaming		•		
Graphic Arts			•	
Industrial	•			
Intermodal	•			
Laundry/Drycleaning			•	
Livestock			•	

Machine Tool		•		
Mailroom			•	
Marine	•			
Materials Handling	•			
Medical				•
Mining	•			
Modular Buildings	•			
Office			•	
Other			•	
Point of Sale/Banking			•	
Printing			•	
Project Finance	•			
Rail		•		
Recreation			•	
Recycling			•	
Restaurant			•	
Satellite			•	
Software			•	
Trucks and Trailers	•			
Utility	•			
Video			•	
Waste Removal	•			

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	10.0%
HLT/Large Cap	20.0%
Near Investment Grade	25.0%
Middle Market	30.0%
Lower Middle Market	10.0%
Start-ups/Venture	5.0%
Municipal/Government	5.0%
Other	0.0%

Our Company is a(n):
Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

No

Industries Most Interested in Funding/Purchasing:

Marine, Construction, Power, Transport, Mining

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Start of Fiscal Year

January

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

DE LAGE LANDEN FINANCIAL SERVICES

1111 Old Eagle School Road
Wayne, PA 19087-1453

Last Update:
03/16/2006

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jacee@leasedirect.com

Mark Guida (Alternate Contact)
(610) 386-5884 (Phone)
(610) 386-5865 (Fax)
mguida@leasedirect.com

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

De Lage Landen buys non-recourse paper, on your documents or ours. We allow third party servicing for companies that qualify. We buy FMV, \$1.00, Operating, Fixed Purchase Price Leases and Loans. We buy both debt and equity transactions. We will buy the whole transaction or just the debt strip if you prefer.

Type of Funding Source/Buyer

Investor

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$5,000,000.00
Average	\$1,000,000.00
Lowest	\$250,000.00

Category:

- Small Ticket (\$0-50k)
- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Equity
- Tax-Exempt Municipal Lease
- Operating Lease
- Vendor Finance

Lease Terms

Longest	84
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Discount-Recourse

Fund Leases as a Group

Fund Leases Individually

Inventory Financing/Floor Planning

Tax-Exempt Municipal Leasing

Purchase Portfolios

Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Lease transactions are sold through the DLL Capital Markets Group

Syndications / Portfolios:

Primarily middle market one off transactions less than \$1,500,000 per deal, small and mid-ticket portfolios of all sizes.

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural	•	•		
Aircraft			•	
Automobile			•	
Broadcast		•		
Buses			•	
Cable			•	
Communications		•		
Computer	•	•		
Construction	•	•		

Electronic		•		
Emergency Vehicles		•		
Energy			•	
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial		•		
Intermodal			•	
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•	•		
Mailroom	•	•		
Marine			•	
Materials Handling	•	•		
Medical	•	•		
Mining			•	
Modular Buildings			•	
Office	•	•		
Other				•
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail			•	
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite			•	
Software			•	
Trucks and Trailers			•	
Utility		•		

Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5.0%
HLT/Large Cap	5.0%
Near Investment Grade	5.0%
Middle Market	70.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	5.0%
Other	0.0%

Our Company is a(n):
 Asset-Based Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Tangible net worth to finance: 4:1 Minimum Annual Revenue: \$30MM
 Traditional Cash Flow: 1.2:1 Consistent profitable operations Minimum 5 years
 in Business

Soft Asset Policy:

No software only financing available. We do allow softcost up to 30% of the
 equipment cost on most deals

Industries Most Interested in Funding/Purchasing:

Agriculture, food, office equipment, medical, technology, materials handling,
 construction, manufacturing, transportation, furniture

Industries Will Not Fund/Purchase From:

Restuarants, software only, mortgage brokers, aircraft, marine, rail, start-ups

Lessor and/or Broker Requirements:

Lessors must be a subsidiary/division of a bank or a large independent lessor with assets in excess of \$5B. No brokers.

Affiliations

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

EMIGRANT BUSINESS CREDIT CORPORATION

101 Executive Blvd
Elmsford, NY 10523-1316

Last Update:
02/21/2006

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dennis.shields@ebcc.net

Michael Nedder (Alternate Contact)
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(914) 789-5125 (Fax)
nedderm@ebcc.net

Type of Company

Bank

The company's core business focus:

Type of Funding Source/Buyer

Lender
Investor

Source of Funds

Internal Funds

Annual Volume Funded

0-20 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$15,000,000.00
Average	\$3,500,000.00
Lowest	\$500,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Equity
- Leveraged Lease
- Operating Lease
- Real Estate
- Vendor Finance

Lease Terms

Longest	240
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval
 Discount-Nonrecourse
 Discount-Recourse
 Debt Side of a Leveraged Lease
 Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group
 Fund Leases Individually
 Purchase Portfolios
 Progress Payments
 Residual Financing Residual Sharing
 Venture Leasing
 Warehouse Lines (Direct Lines to Leasing Companies)

Our company DOES originate paper.
 We DO NOT syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction	•	•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		

Graphic Arts	•	•		
Industrial	•	•		
Intermodal	•	•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•	•		
Mailroom		•		
Marine	•	•		
Materials Handling	•	•		
Medical		•		
Mining	•	•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail	•	•		
Recreation		•		
Recycling		•		
Restaurant			•	
Satellite		•		
Software		•		
Trucks and Trailers	•	•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	40.0%
HLT/Large Cap	10.0%
Near Investment Grade	20.0%
Middle Market	10.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	20.0%

Our Company is a(n):
Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

For investment grade credits. Max. of 60 months

Industries Most Interested in Funding/Purchasing:

see preferred list

Industries Will Not Fund/Purchase From:

see exclusions

Lessor and/or Broker Requirements:

Affiliations

UAEL

EAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

FIFTH THIRD LEASING COMPANY

38 Fountain Square Plaza
Md 10904a
Cincinnati, OH 45263-0001

Last Update:
02/03/2006

Scott Kiley (Primary Contact)
(513) 534-3701 (Phone)
(513) 534-6706 (Fax)
scott.kiley@53.com

Thomas Merkle (Alternate Contact)
(513) 579-5157 (Phone)
(513) 534-6706 (Fax)
thomas.merkle@53.com

Type of Company

Bank

The company's core business focus:

Fifth Third Leasing is a subsidiary of Fifth Third Bank, a \$100 billion asset size Regional Bank headquartered in Cincinnati OH

Type of Funding Source/Buyer

Lender
Investor

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$30,000,000.00
Average	\$5,000,000.00
Lowest	\$1,500,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease

Lease Terms

Longest	144
Average	60
Shortest	30

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies
 Discount-Nonrecourse
 Debt Side of a Leveraged Lease
 Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group
 Fund Leases Individually
 Other
 Purchase Portfolios
 Progress Payments

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Sell all types of transactions for middle market, upper middle market, and investment grade credits including single investor tax leases, finance lease, synthetic leases, non-recourse debt, participations, etc. Deal sizes range from \$500,000 - \$20,000,000. Please call Doug Lusco for more details at 513-534-6798

Syndications / Portfolios:

Portfolios desired include minimum size of \$10,000,000, average deal size of at least \$500,000, with upper middle market and investment grade credits

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile			•	
Broadcast			•	
Buses		•		
Cable			•	
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		

Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal		•		
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine	•			
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other				•
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail	•			
Recreation		•		
Recycling		•		
Restaurant			•	
Satellite				•
Software		•		
Trucks and Trailers	•			
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	25.0%
HLT/Large Cap	5.0%
Near Investment Grade	40.0%
Middle Market	15.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	15.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum tangible net worth of \$10 million. Minimum revenue size of \$50 million. Minimum # of years in business is 5. Positive cash flow, debt service coverage, and profits in last 3 years. If losses in any of last 3 years, explainable, and trending up.

Soft Asset Policy:

Yes, for investment grade or near investment grade credits.

Industries Most Interested in Funding/Purchasing:

Discrete and process manufacturing, construction, services, transportation.

Industries Will Not Fund/Purchase From:

retail is difficult

Lessor and/or Broker Requirements:

Source originates the deal directly with Lessee, or if originated through a vendor relationship has direct access to Lessee to negotiate and close deal. The deal has been awarded to the source evidenced by an executed proposal and fee. Source has the ability to document (on docs approved by 5/3) and fund the deal. Source has established warehouse lines and acceptable

references from investors similar in profile to 5/3. Source has servicing capabilities if we desire to have source service. A source sells at least \$50 million per year in volume.

Affiliations

MAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

LASALLE NATIONAL LEASING CORPORATION

One W. Pennsylvania Avenue
Suite 1000
Towson, MD 21204-5025

Last Update:

02/10/2006

Stephen Gray (Primary Contact)

(410) 769-4825 (Phone)

(410) 769-9313 (Fax)

steve.gray@abnamro.com

James Vlk (Alternate Contact)

(410) 769-4829 (Phone)

(410) 769-9313 (Fax)

jim.vlk@abnamro.com

Type of Company

Bank

The company's core business focus:

Type of Funding Source/Buyer

Lender
Investor
Agent
Packager

Source of Funds

Internal Funds

Annual Volume Funded

600-700 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$25,000,000.00
Average	\$5,000,000.00
Lowest	\$2,000,000.00

Category:

Large Ticket (Over \$5M) Middle Ticket (\$250-1M)

Lease Structures

Debt
 Leveraged Lease
 Tax-Exempt Municipal Lease
 Operating Lease
 Real Estate

Lease Terms

Longest	120
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies
 Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Syndicates tax and non-tax commercial single investor transactions, as well as municipal lease transactions. Transactions range in size from \$2 million and up.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction	•			
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming			•	
Graphic Arts		•		
Industrial	•			
Intermodal	•			
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool	•			

Mailroom		•		
Marine		•		
Materials Handling	•			
Medical	•			
Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail		•		
Recreation			•	
Recycling		•		
Restaurant			•	
Satellite		•		
Software		•		
Trucks and Trailers	•			
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	5.0%
HLT/Large Cap	15.0%
Near Investment Grade	15.0%
Middle Market	40.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	25.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Minimum net worth of \$10 million, five years of operations, positive.

Soft Asset Policy:

LNLC will finance soft assets such as furniture and fixtures.

Industries Most Interested in Funding/Purchasing:

No particular industry preferences

Industries Will Not Fund/Purchase From:

restaurant, franchised hotels, gaming

Lessor and/or Broker Requirements:

LNLC prefers to work with financial institutions and finance companies

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

ORIX USA CORPORATION - COMMERCIAL FINANCE

3600 Mansell Road
Suite 375
Alpharetta, GA 30022

Last Update:

02/28/2006

Timothy Maloof (Primary Contact)

(678) 585-5710 (Phone)

(770) 970-6633 (Fax)

tmaloof@orix.com

Mark Kassis (Alternate Contact)

(678) 585-5705 (Phone)

(770) 970-6626 (Fax)

mkassis@orix.com

Type of Company

Multi-line Commercial Finance Company

The company's core business focus:

Single Investor Lease and Loan Transactions requiring a funding amount of \$2.0 million or greater secured by equipment. ORIX will also discount rental streams. Credit profile B to BB having sufficient cashflow to service the proposed transaction.

Type of Funding Source/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

100-250 Million

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$30,000,000.00
Average	\$12,000,000.00
Lowest	\$2,000,000.00

Category:

No Information Provided

Lease Structures

Leveraged Lease
 Operating Lease

Lease Terms

Longest	240
Average	60
Shortest	24

Funding/Buyer Programs

The company provides these types of financing:

No Information Provided

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Please contact Tom Forbes (678) 585-5707 to discuss transactions.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile			•	
Broadcast	•			
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming	•			
Graphic Arts		•		
Industrial		•		
Intermodal	•			
Laundry/Drycleaning			•	
Livestock			•	
Machine Tool		•		
Mailroom		•		

Marine	•			
Materials Handling		•		
Medical		•		
Mining	•			
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance			•	
Rail	•			
Recreation			•	
Recycling		•		
Restaurant		•		
Satellite			•	
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	10.0%
Middle Market	50.0%
Lower Middle Market	40.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

EBITDA Coverages- EBITDA/Interest = 2.0 - 2.5X's EBITDA/Debt Service = 1.4X's or greater Funded Debt/EBITDA = 4.0X's or less

Soft Asset Policy:

ORIX prefers harder assets. If we accept softer collateral we will need a stronger credit. Please call to discuss.

Industries Most Interested in Funding/Purchasing:

Rail, Marine, Corporate Aircraft, Mining, Steel, Manufacturing, Energy, Gaming, Plastics, Healthcare.

Industries Will Not Fund/Purchase From:

Auto, Laundry, Livestock, Project Finance, Recreation and Satellite.

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

April

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

RBS ASSET FINANCE, INC.

71 South Wacker Drive
28th Floor
Chicago, IL 60606

Last Update:

03/03/2006

Rachel Marotta (Primary Contact)

(216) 328-5064 (Phone)

(216) 328-8710 (Fax)

rachel.marotta@rbsaf.com

Matthew Fitzgerald (Alternate Contact)

(518) 459-7883 (Phone)

(518) 459-6224 (Fax)

matt.fitzgerald@rbsaf.com

Type of Company

Bank

The company's core business focus:

RBS Asset Finance includes the Charter One Asset Finance and Citizens Asset Finance brands, formerly RBS Lombard, ICX Corporation and Citizens Leasing Corporation.

Type of Funding Source/Buyer

Lender
Investor
Agent
Packager

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$250,000,000.00
Average	\$7,500,000.00
Lowest	\$1,000,000.00

Category:

- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Conditional Sale/Money-over-Money
- Debt
- Leveraged Lease
- Operating Lease
- Real Estate

Lease Terms

Longest	180
Average	60
Shortest	12

Funding/Buyer Programs

The company provides these types of financing:

Buy Papers from Brokers

Buy Paper from Leasing Companies

Buy Paper: Standard Industry Documents Subject to Approval

Discount-Nonrecourse

Discount-Recourse

Debt Side of a Leveraged Lease

Equity/Purchase of Tax-Oriented Leases Fund Leases as a Group

Fund Leases Individually

Inventory Financing/Floor Planning

Other

Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft		•		
Automobile		•		
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		

Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine		•		
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings			•	
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite		•		
Software		•		
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	50.0%
HLT/Large Cap	0.0%
Near Investment Grade	20.0%
Middle Market	20.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):

Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Yes, with appropriate rates & credit histories.

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

MAEL

ELA Business Councils

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Large Ticket - for companies that are primarily involved in single transactions over \$5 million.

Start of Fiscal Year

January

Geographic Coverage



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

SIEMENS FINANCIAL SERVICES, INC.

170 Wood Avenue South
Iselin, NJ 08830-2704

Last Update:

03/17/2006

Michael Collins (Primary Contact)

(732) 590-6585 (Phone)

(732) 590-6599 (Fax)

michael.collins@siemens.com

Michael Ollio (Alternate Contact)

(724) 776-1477 (Phone)

(724) 776-1474 (Fax)

michael.ollio@siemens.com

Type of Company

Captive

The company's core business focus:

Siemens Financial Services is an international financial services provider with over 1000 employees in 30 countries, offering customized financial solutions ranging from sales and investment financing to fund management. In North America Siemens Financial Services is comprised of the following five main business units: Asset-Based Lending, Capital Markets, Receivables Acquisition, and Equipment Finance. Each business unit focuses on the unique requirements of their particular market.

Type of Funding Source/Buyer

Lender

Investor

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$7,500,000.00
Lowest	\$100,000.00

Category:

Middle Ticket (\$250-1M)

Lease Structures

- Debt
- Leveraged Lease
- Tax-Exempt Municipal Lease
- Operating Lease

Lease Terms

Longest	to 10 yrs
Average	5 years
Shortest	12 months

Funding/Buyer Programs

The company provides these types of financing:

Buy Paper from Leasing Companies

Discount-Nonrecourse

Discount-Recourse

Purchase Portfolios

Our company DOES originate paper.

We DO syndicate or sell paper.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural			•	
Aircraft	•			
Automobile			•	
Broadcast		•		
Buses		•		
Cable		•		
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		
Graphic Arts		•		
Industrial	•			
Intermodal	•			

Laundry/Drycleaning		•		
Livestock			•	
Machine Tool		•		
Mailroom		•		
Marine	•			
Materials Handling		•		
Medical	•			
Mining		•		
Modular Buildings			•	
Office	•			
Other		•		
Point of Sale/Banking		•		
Printing		•		
Project Finance		•		
Rail	•			
Recreation		•		
Recycling		•		
Restaurant			•	
Satellite		•		
Software	•			
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment Grade	0.0%
HLT/Large Cap	0.0%
Near Investment Grade	0.0%
Middle Market	0.0%
Lower Middle Market	0.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Asset-Based and Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

Affiliations

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Start of Fiscal Year

September

Geographic Coverage

International



Equipment Leasing Association FundingSource Company Listing

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FundingSource Company Listing

US BANCORP EQUIPMENT FINANCE, INC.

13010 Sw 68th Parkway
Portland, OR 97223-8369
www.usbank.com

Last Update:

03/02/2006

Paul Frisch (Primary Contact)

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(503) 872-7587 (Fax)

paul.frisch@usbank.com

Glenn Trump (Alternate Contact)

(503) 797-0200 (Phone)

(503) 234-4341 (Fax)

glenn.trump@usbank.com

Type of Company

Bank

The company's core business focus:

In addition to our direct calling effort, through our Indirect Funding Group we serve three different market channels: 1) Vendor, 2) Broker and 3) Syndications or Capital Markets.

Type of Funding Source/Buyer

Lender

Investor

Packager

Source of Funds

Internal Funds

Annual Volume Funded

Over 1 Billion

Individual Transaction Size

The range of transactions the company will fund/purchase:

Highest	\$50,000,000.00
Average	\$2,000,000.00
Lowest	\$250,000.00

Category:

- Small/Middle Ticket (\$50-250k)
- Middle Ticket (\$250-1M)
- Large Ticket (Over \$5M)

Lease Structures

- Leveraged Lease
- Operating Lease

Lease Terms

Longest	120
Average	60
Shortest	36

Funding/Buyer Programs

The company provides these types of financing:

- Buy Papers from Brokers
- Buy Paper from Leasing Companies
- Discount-Nonrecourse
- Discount-Recourse
- Debt Side of a Leveraged Lease
- Fund Leases as a Group
- Fund Leases Individually
- Purchase Portfolios
- Progress Payments
- Residual Sharing

Our company DOES originate paper.

We DO syndicate or sell paper. Details: Our Syndication Sales staff supports our national sales force.

Syndications / Portfolios:

Asset Type

	Prefer	Will	Will Not	Not Specified
Agricultural		•		
Aircraft	•			
Automobile			•	
Broadcast		•		
Buses		•		
Cable			•	
Communications		•		
Computer		•		
Construction		•		
Electronic		•		
Emergency Vehicles		•		
Energy		•		
Furniture/Fixtures		•		
Gaming		•		

Graphic Arts		•		
Industrial		•		
Intermodal		•		
Laundry/Drycleaning		•		
Livestock			•	
Machine Tool	•			
Mailroom		•		
Marine	•			
Materials Handling		•		
Medical		•		
Mining		•		
Modular Buildings		•		
Office		•		
Other		•		
Point of Sale/Banking		•		
Printing	•			
Project Finance			•	
Rail		•		
Recreation		•		
Recycling		•		
Restaurant		•		
Satellite			•	
Software			•	
Trucks and Trailers		•		
Utility		•		
Video		•		
Waste Removal		•		

Credit Criteria

Percentage of fundings/purchases (by equipment cost) from:

Investment	5.0%
Grade	
HLT/Large Cap	5.0%
Near Investment Grade	20.0%
Middle Market	60.0%
Lower Middle Market	10.0%
Start-ups/Venture	0.0%
Municipal/Government	0.0%
Other	0.0%

Our Company is a(n):
Credit Lender

Special Requirements

The Minimum Credit Criteria of Obligors:

Soft Asset Policy:

Industries Most Interested in Funding/Purchasing:

Industries Will Not Fund/Purchase From:

Lessor and/or Broker Requirements:

We purchase transactions from established funding sources such as leasing companies, finance companies and banks.

Affiliations

UAEL
EAEL

ELA Business Councils

Vendor Program - for companies that are primarily involved in vendor and manufacturer support activities, either as a vendor or a captive.

Small Ticket - for companies that are primarily involved in transactions under \$250,000, either individually or through lines.

Middle Ticket - for companies that are primarily involved in transactions between \$250,000 and \$5 million, either individually or through lines.

Start of Fiscal Year

January

Geographic Coverage
