



## About Brandywine Capital Associates

We bring capital and equipment together - quickly, easily, and competitively - to help you build a great business.

Apply in minutes, be approved in hours, and have the funds available in days. We cut the red tape, paperwork, and delays.

Best of all, we provide down-the-street service - fast response, in-person meetings, and a consistent team of real professionals to work with you each time you call.

## Our Offices

### Brandywine Capital Associates - HQ

113 E. Evans Street  
West Chester, PA 19380

#### Toll Free Phone:

(888) 344-2920

David Salome x26 | [email](#)

Brian Kennedy x21 | [email](#)

### Maryland Office

14346 Jarrettsville Pike  
Suite 3

Phoenix, MD 21131

(410) 628-1883

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## -Things Are Looking Up-

### **Business borrowing jumps in June – ELFA**

\* Borrowing up 33 pct to \$7.3 billion in June

\* Confidence index jumps 7 pct

\* Credit approvals rise to 79 pct from 76 pct in May

NEW YORK, July 26 (Reuters) - A measure of business activity improved in June as companies borrowed more to replace equipment, a lender group said on Tuesday.

The Equipment Leasing and Finance Association (ELFA) said U.S. businesses originated \$7.3 billion in loans, leases and lines of credit in June for investment in everything from industrial equipment to computer systems and office furniture.

The figure was up 33 percent from a year earlier and up 30 percent from May. So far this year, new borrowings are up 28.5 percent from the year-earlier period.

ELFA, which reports economic activity for the \$521

billion equipment finance sector, measures some of the same trends as the government's durable goods report and the Institute of Supply Management index, but it precedes them by a few days.

Confidence about the direction of the leasing industry is higher, according to the survey. The monthly confidence index rose almost 7 percent to 56.2.

ELFA Chief Executive William Sutton said although the number of transactions submitted for approval decreased during the month, the number of approvals shot up.

"We may have had a real increase in quality," Sutton said.

#### CREDIT QUALITY IMPROVES

The group, which represents the lenders that finance half of the capital investment in the United States each year, said 2.5 percent of borrowers were delinquent 30 days or more, down from 2.9 percent in May.

Credit approvals in June increased to 79 percent from 76 percent in May.

ELFA members include Bank of America Corp ([BAC.N](#)), and financing affiliates or subsidiaries of Canon Inc ([7751.T](#)), Caterpillar Inc ([CAT.N](#)), Dell Inc ([DELL.O](#)), Siemens AG ([SIEGn.DE](#)) and Verizon Communications Inc ([VZ.N](#)), among others.

(Reporting by [A. Ananthalakshmi](#); Editing by Steve Orlofsky)

Rates are at historical lows - credit standards have returned to more realistic levels and Brandywine remains committed to helping your company obtain the capital you need to continue to grow your business. We pledge to continue to work in an ethical, efficient and proactive way to provide your financing.

"Please contact us...or visit us on the web at"  
<http://www.brandywinecap.com>

The future is here today.

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**How does Brandywine Capital do business?**

**Plain English.** Our documents are clear and understandable.

**No hidden fees or surprises.** We charge only one fee – to prepare all the proper documents for your transaction – before your transaction takes place.

**No automatic renewals.** Unlike others, our agreements do not automatically renew without your knowledge.

**No end of lease surprises.** Any payments due at the end of your lease – such as a buy-out amount – are discussed with you and clearly stated in your documents.

**Consistent billing.** Your payment due date is always the same every month.

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**Three simple steps with Brandywine Capital**

Apply in **minutes** – with our one page application available online

Approval in **hours** – not days or weeks

Funds available in **days** – no long delays

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MEMBER, EQUIPMENT LEASING AND FINANCE ASSOCIATION, AND NATIONAL EQUIPMENT FINANCE ASSOCIATION



**ELFA**  
EQUIPMENT LEASING AND FINANCE ASSOCIATION



**NEFA**  
National Equipment Finance Association