



## 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

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### Equipping Business for Success In An Improving Economy - Part II - \*

By William G. Sutton, CAE

President, Equipment Leasing and Finance Association

#### **Are you Connected?**

##### **Availability of Credit**

Access to credit is one of the many benefits equipment financing provides in a restricted credit environment. A recent Duke/CFO Survey reported that credit conditions are somewhat improved over a year ago, but among small firms, credit still remains tight. Credit approvals in the equipment finance industry are historically higher than those for bank loans, and have been improving steadily, according to industry data. The role of the equipment finance industry in providing credit to businesses has wider economic impact, since in a typical recovery most job growth is generated by small firms.

##### **Advantages for All Business Cycles**

In addition to market-sensitive considerations that make equipment financing attractive to businesses, its operational advantages provide benefits in all economic cycles:

##### ***Access to Equipment Expertise***

Many equipment finance companies have special relationships with manufacturers and distributors. This expertise also enables the best possible lease payment terms since their knowledge and experience with various equipment types allow equipment finance companies to accurately set the residual rate—the value of the leased equipment at the end of the lease term—for your equipment type.

##### ***Equipment Obsolescence Management***

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Funding equipment such as IT, communications and medical/healthcare equipment through leasing, loans or other financing arrangements helps manage equipment obsolescence by enabling updates. Certain leasing finance programs can allow for technology upgrades or replacements, so the risk of being caught with obsolete equipment is lower with leasing than with other equipment acquisition methods.

### ***No-Hassle Equipment Disposal***

Financing also allows upgrading without having to manage equipment disposal and other ownership burdens. Particularly with computers and other technology devices, disposal can be a complicated issue, governed by federal, state or local regulations, which equipment finance companies are well positioned to handle.

### ***Better Risk Management for Risky Times***

The risk of equipment ownership is a consideration for businesses regardless of business cycles. Investing in large capital expenditures represents a big financial risk, especially to small companies. Even with low interest rates that make purchasing attractive, the potential consequences of ownership can erode the upfront benefits. Risks incurred from managing assets, such as inconvenience, inexperience, obsolescence and loss of profitability, can be dramatically reduced through the transfer of equipment ownership to the equipment financing company. Financing removes many unnecessary risks, allowing businesses to focus on their core competencies.

### ***Outsourcing Equipment Management***

Businesses have cut back staff significantly over the last few years, and most businesses lack the resources or knowledge to efficiently manage and sell their old equipment and purchase new. The convenience of having equipment managed by a third party, such as an equipment financing company, essentially outsources the equipment management function.

### ***Valued Equipment Consulting***

Most importantly, the equipment financier can be considered a valued consultant, providing additional benefits through lifecycle asset management solutions. Financing companies can provide dependable asset management, which helps businesses track the status of equipment, schedule upgrades, and receive full equipment lifecycle services from installation to disposal.

### ***Equipping Business for Success***

Equipment leasing and financing plays a significant role in helping all types and sizes of commercial businesses in the United States to acquire the equipment they need with increased flexibility, regardless of business conditions.

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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.

**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

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

