

INDUSTRY NEWS: AROUND THE INDUSTRY

FAIRFIELD CAPITAL CLOSES \$14 MILLION IN ALTERNATIVE ENERGY LEASES

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Fairfield Capital announced today that it had arranged and closed almost \$14.0 million in true lease transactions in September 2015 for a client which manufactures hydrogen fuel cells used to retrofit material handling equipment originally placed in service with legacy lead-acid batteries. Hydrogen fuel cells offer significant economic and productivity improvements for operators of large lift truck fleets and offer the additional benefit of qualifying for a 30% Federal investment tax credit.

Dana Pasternak, a Managing Director and founder of Fairfield Capital, advised that “this is in furtherance of our mandate to establish a captive finance company and a private-label leasing product for our client. Next year, we anticipate a run rate of approximately \$12 million/month to support the sales activity of our client. We are currently initiating discussions and will soon begin negotiating program agreements with a number of major leasing companies that will form the nucleus of the program.”

Fairfield Capital Group, LLC, which was founded in 2004, provides capital markets solutions for the equipment finance and leasing industry. We maintain relationships with dozens of institutional investors, and use this knowledge and our many years of experience to help investors create liquidity in their portfolios—whether to manage asset, credit or residual exposure, accelerate income recognition, or just to find a home for that difficult-to-place B/B- rated deal. Whether you are on the buy-side or sell-side, Fairfield Capital makes deals happen.

For more information, visit our website at www.fairfieldcapital.net or contact us at info@fairfieldcapital.net.

Sites of Reference:

<http://www.fairfieldcapital.net> (<http://www.fairfieldcapital.net>)

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