

“Putting in fewer dollars of residual, impact on future earnings is uncertain. Accounting changes make me wonder if there is a future in the leasing product. Need to invest in systems.”

— 2013 retrospective from a survey participant

Monitor Top Private Independents

RANKED BY FUNDED NEW BUSINESS VOLUME

(\$ IN MILLIONS)

RANK			NEW BUSINESS VOLUME			
'13	'12	COMPANY	2013	2012	VARIANCE +/-	% +/-
1	1	CSI Leasing ¹	858.1	763.2	94.9	12.4%
2	2	GreatAmerica Financial	697.7	601.6	96.1	16.0%
3	5	ICON Capital	441.0	317.7	123.3	38.8%
4	4	Direct Capital	434.0	330.0	104.0	31.5%
5	8	Ascentium Capital	275.4	189.7	85.7	45.2%
6	9	Kingsbridge Holdings	229.8	165.0	64.8	39.3%
7	7	Nations Equipment Finance	228.4	207.6	20.8	10.0%
8	10	First National Capital	212.2	162.7	49.5	30.4%
9	6	Somerset Capital Group	179.2	238.8	-59.6	-25.0%
10	-	AmeriQuest/Asset Finance	157.9	132.2	25.7	19.4%
11	12	Trans Lease	148.6	141.2	7.4	5.2%
12	-	TIP Capital ²	147.2	103.2	44.0	42.6%
13	-	Wallwork Financial	128.2	125.5	2.7	2.2%
14	21	Axis Capital	118.8	75.3	43.5	57.8%
15	22	United Leasing (Indiana)	116.0	71.9	44.1	61.3%
16	15	Crossroads Equipment Lease & Finance	110.9	127.0	-16.1	-12.7%
17	16	Jules and Associates	109.4	103.4	6.0	5.8%
18	18	CCA Financial	94.8	89.8	5.0	5.6%
19	20	Northland Capital Financial ³	92.3	75.6	16.7	22.1%
20	24	Great Atlantic Capital	76.9	67.0	9.9	14.8%
21	19	Forsythe Technology	75.0	85.0	-10.0	-11.8%
22	17	First Financial Corporate	74.7	95.0	-20.3	-21.4%
23	23	Lease Corporation of America ⁴	74.6	68.7	5.9	8.6%
24	3	Greenrock Capital	58.7	568.0	-509.3	-89.7%
25	-	VFG Leasing & Finance	49.9	28.8	21.1	73.3%
			5,189.7	4,933.9	255.8	5.2%



JULES AND ASSOCIATES, INC.
EQUIPMENT FINANCE SPECIALISTS