



The Alta Group<sup>SM</sup>

Global Experience Provides Direction



October 2020



Rick Remiker



Paul Menzel

## Alta Appoints Rick Remiker, Paul Menzel as Vice Chairmen

The Alta Group has appointed Rick Remiker and Paul Menzel as Vice Chairmen. These highly regarded equipment leasing and finance leaders support Alta's commitment to providing deep industry expertise based on real world, hands-on experience.

Remiker, based in Chicago, previously served as senior executive vice president and lead commercial banking executive of Huntington National Bank. Menzel, of Santa Barbara and Seattle, was president and CEO of Umpqua Bank Equipment Leasing & Finance as well as Financial Pacific before it was acquired by Umpqua Bank.

[Learn More](#)

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## Don't Miss These Convention Highlights



OCTOBER 27 - 28, 2020  
VIRTUAL CONFERENCE  
**ELFA 2020 Business Live!**

Social distancing precautions may have forced the Equipment Leasing and Finance Association (ELFA) annual convention to move online this year, but the pandemic has not dampened the lineup for the event. In fact, it has inspired a number of stimulating sessions and speakers planned Oct. 27-28 for ELFA 2020 Business LIVE.

Panel discussions will include "Has COVID 19 Ushered in the Leasing Company of the Future?" and "Finding Growth After COVID: A Search for New Green Pastures." The event will also explore other topics of critical interest, from "How Data Analytics Can Improve Your Business Results" to "Optimizing Managed Bundled Services and Market Practices."

[Learn More](#) about these sessions and the industry experts involved in them, including The Alta Group's Valerie L. Gerard, Patricia Voorhees, David Wiener, Paul Bent and Diane Croessmann.

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## Visit Our Blog for Business Insights



Alta consultants weigh in on equipment finance trends, challenges and opportunities regularly on our [blog](#). Some recent posts have focused on insights shared during virtual events hosted by *The Monitor*.

In [New Urgency for Adopting and Accelerating Technology](#), John Hurt says equipment finance companies that have neglected digital transformation efforts are now playing catch up—and in some cases in a race to ensure the very survival of their businesses. In [Charting a Course Through the Pandemic](#), Diane Croessmann notes restructuring was the first priority during the pandemic’s early months, but now there is interest in identifying new markets and pushing forward on business models that enable consumption-based financing. In [Finance Industry Conditions and Expectations](#), resiliency, declining asset values and deferrals were among multiple discussion points addressed this summer by Carl Chrappa and other industry leaders.

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## Industry Analysis in the News



[The Equipment Leasing Company of the Future](#) – It’s clear the leasing company of the future is going to look much different from the models employed before the start of this year, write Valerie L. Gerard and Patricia Voorhees in the September/October issue of the *Monitor*, due out later this month. Their article discusses developments reshaping equipment finance, including pressures to achieve environmental, social, and governance (ESG) goals.

[M&A Market Adopting a Wait-and-See Approach to COVID-19](#) – “While the pandemic has essentially put the M&A market on hold for the present time, those management teams and companies that make sound business decisions will come out of the cycle stronger and better positioned to take advantage of the post-pandemic opportunities,” writes Jim Jackson in the July/August *NEFA Newsline*.

[The 2020 Monitor 100: Relevance Revisited](#) – “When the Monitor 100 and Monitor 101 are published a year from now, we will inevitably find a changed leaderboard, discovering healthy equipment finance players that have risen to adapt to a changed landscape and incorporated innovative products and processes to meet a wider array of customers,” writes David Wiener, who provides historical data analysis in the *Monitor 100* digital issue.

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## Asset Management’s Critical Role Today



It's been a difficult year, but Alta's Carl Chrappa is hopeful that market conditions for most equipment segments will improve provided there is sustained economic recovery. He notes that interest in equipment valuations is strong in almost all areas. Remarketing also remains robust, especially for rail, transportation, and container assets, and litigation support is strong and growing. For more information, [contact Carl](#) and ask about his latest *Asset Management News* report, which offers insights on 24 equipment segments.



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