

January/February 2017



COVER STORY

State of the Industry 2017: Key Factors Driving Equipment Finance

Equipment finance executives have reason to be cautiously optimistic about the year ahead.

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FROM THE PUBLISHER

A Critical Time

President and CEO Ralph Petta highlights what's on the horizon for 2017.

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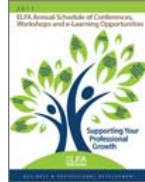


MEMBER SPOTLIGHT

Cracchiolo Takes the Helm

2017 ELFA Chairman Tony Cracchiolo shares his priorities for the coming year.

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SPECIAL INSERT

2017 Education Supplement

See what's in store for you at ELFA events in 2017 and save the date!

FEATURES

Equipment Management Essentials

Industry pros highlight which segments to watch in 2017

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COLUMNS

Executive Perspective

Tom Pundyk of National Leasing shares his perspective on enabling a culture of innovation.

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Leasing Law

Equipment financing in Canada: A primer, by Alexis Levine

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Financial Watch

How will build-to-suits change under ASC 842? by Amie Sweeney

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UPCOMING EVENTS

Feb. 26-28
Equipment Management
Conference, Houston, TX

March 12-14
Executive Roundtable,
Naples, FL

March 22
16th Annual IMN/ELFA
Investors Conference,
New York, NY

April 4
Bank Best Practices
Roundtable, Chicago

April 4
Captive & Vendor
Finance Best Practices
Roundtable, Chicago

April 4
Independent Best
Practices Roundtable,
Chicago

April 4-6
29th Annual National
Funding Conference,
Chicago

April 4-6
Principles of Leasing and
Finance Workshop,
Chicago

April 5
Emerging Talent
Regional Networking
Event, Chicago

May 7-9
Legal Forum, St. Petes
Beach, FL

May 17-18

Federal Insight

The outlook for 2017

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Around the States

Georgia property tax workgroup forming

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DEPARTMENTS**ELFA News**

A roundup of association events, resources and member news

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Business Council Updates

Councils take shape for 2017

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Industry Fact File

Q3 ends on positive note

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Foundation News

Foundation looks forward to 2017 with new research and a new board

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Capitol Connections,
Washington, DC

June 4-6
Credit and Collections
Management
Conference, Baltimore

June 20-21
Tax Best Practices
Roundtable, Nashville,
TN

June 20-22
Principles Workshop,
Philadelphia

Sept. 11-13
Operations and
Technology Conference,
Charlotte, NC

Sept. 11-13
Lease and Finance
Accountants Conference,
Charlotte, NC

Sept. 19-21
Principles Workshop,
Denver

Oct. 22-24
ELFA 56th Annual
Convention, Orlando, FL

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