

## **FAIRVIEW ADVISORS NEGOTIATES LEASING COMPANY TAKEOVER**

NAPLES, FLORIDA – National City Commercial Credit Corporation, a unit of National City Corporation, announced the acquisition of Charter One Vendor Finance, LLC, a unit of Charter One Bank, N.A. FairView Advisors, a financial advisory firm with offices in New Jersey, Florida and California, advised National City Commercial Credit Corporation. The terms of the transaction were not disclosed.

Founded in 1845 and headquartered in Cleveland, Ohio, National City Corporation is one of this country's largest financial holding institutions with an extensive banking network throughout the mid-west. The company has assets of more than \$100 billion.

Charter One Vendor Finance was launched in early 2003 to provide customized financial programs and solutions to Fortune 1000 companies. The financing and leasing company serves major vendors, such as manufacturers, value-added resellers, and select specialized lessors, in middle- and large-ticket equipment and software markets. The company also finances equipment and real estate for franchisees of selected, leading franchisors. Charter One Vendor Finance provides customers with ongoing programmatic lease and debt financing capabilities for their end-user customers. The company, based in Lisle, Illinois, has 20 employees.

It is expected that the business will be renamed "National City Vendor Finance," and will continue to be managed by its current senior management team of Chuck Schultz, John Cortese and Jim McLean.

"This acquisition rounds out our vendor finance suite of products and aligns well with National City's strategy to expand the commercial banking business," said Vince Rinaldi,

president and CEO National City Commercial Capital Corporation. "The experience, superior credit quality and demonstrated growth capability of this business will clearly allow National City to advance its position as a leading player in the vendor finance marketplace."

According to Steve Sherman, Managing Director, FairView Advisors, "We are pleased to play a role in assisting National City Commercial Capital Corporation profitably grow."

#### **About FairView Advisors**

FairView Advisors specializes in Mergers and Acquisitions, debt and private equity financing as well as strategic advisory work for companies in select industries, including, financial services, information technology, telecom and wireless as well as sports and media. Led by a seasoned management team with significant financial and operating experience, FairView Advisors utilizes a team approach to assist its clients define the issues and needs, and then execute to achieve the client's desired results. The company's senior management has raised and placed capital in firms in their targeted industries and has individually grown firms to multi-billion market capitalization. The company is headquartered in Naples, Florida and maintains offices in New Jersey and Northern California. The company's website is [www.fairviewadvisors.com](http://www.fairviewadvisors.com).

#### **About National City Commercial Capital Corporation**

National City Commercial Capital Corporation is a national, high-growth, multi-channelled equipment finance company that provides a broad array of products and services to both new and existing customers and markets. It is one of the largest bank-affiliated leasing companies in the country. National City Commercial Capital Corp. is a wholly-owned subsidiary of National City Corporation (NYSE: NCC - News) and is based in Cincinnati. For more information, visit the company's Web site at [www.NC-4.com](http://www.NC-4.com).

## About National City

National City Corporation (NYSE: NCC - News), headquartered in Cleveland, Ohio, is one of the nation's largest financial holding companies. The company operates through an extensive banking network primarily in Ohio, Illinois, Indiana, Kentucky, Michigan, Missouri and Pennsylvania, and also serves customers in selected markets nationally. Its core businesses include commercial and retail banking, mortgage financing and servicing, consumer finance and asset management. For more information about National City, visit the company's Web site at [www.NationalCity.com](http://www.NationalCity.com).

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Don Jay Smith 3/23/05 8:14 AM

**Deleted:** Editor's Note: Interviews may be arranged upon request by calling 908-832-1020.