

## Sample Transactional Experience – Paul Lechner

### **The Lechner Group, Ltd.**

Business development and marketing services for OEM supplier of Electro-Motive locomotive water and oil pumps. Strategic and competitive market review for medical equipment lessor. Originated, managed and completed FAS 142 valuation for Marmon Group small ticket lessor subsidiary. Reviewed lease finance procedures and integration strategies for merging utilities National Grid and Niagara Mohawk. Assisted in tax memorandum for aircraft investment fund.

### **KPMG LLP**

Originated, managed and closed sell side engagement for agricultural equipment finance business segment of major German Bank. Completed multiple valuation and diligence reviews for Big Ticket investment portfolios (\$4 Billion) for major domestic institutional investors. Provided cross border inbound and outbound investment advisory services for major UK based Banks targeted at growing both US Domestic investment business and UK based operating investment portfolios.

### **NEWCOURT CAPITAL/TRINITY FINANCIAL SERVICE, INC.**

Established a new \$500 million operating lease investment venture with financial institutions for rail operating equipment investments. Over \$100 million in long term single investor tax and synthetic lease financing underwritten and held pending placement with third party institutional investors.

### **CHICAGO FREIGHT CAR CAPITAL**

\$25 million Rail equipment single investor tax lease financing program with Mellon Bank. Advised Conagra on \$50 million leveraged lease acquisition of Covered Hopper Cars. Advised Escanaba and Lake Superior Railroad on \$80 million acquisition of Northern Wisconsin Union Pacific Ore Lines. Advised Garvey Industries on \$8 million acquisition financing for inland water barge operating business. Advised Excel Railcar on \$14.4 million refinancing of 300 Trinity owned covered hopper cars in Mexican domestic service.

### **RAILROAD FINANCIAL CORPORATION**

Chicago Freight Car Leasing Co: \$21 million acquisition financing of 435 new covered hopper rail cars. Placed on single investor basis with Mellon Bank. Wisconsin Central Railroad Rail Equipment Leveraged Lease equipment financing \$65 million. Equity placed with Bank of America, debt placed with multiple insurance companies.

### **TLG**

Chrysler Boxcar Fleet Acquisition: \$60 million Acquisition Financing of 3500 rail cars operating under full service lease agreements. Principals involved included Illinois Central, Wisconsin Central, and the Kansas City Southern Railroads.

### **CIT**

ACF - \$32 million loan financing with equity participation at term. Southern Pacific Aluminum Coal Unit Train: \$6 million placement of first aluminum coal cars on this Railroad. Fifteen year single investor tax lease. Burlington Northern Aluminum Coal Unit Train: \$5 million placement of aluminum coal unit train operating under full service short term operating lease. Kansas Power and Light, Kansas City Power and Light: Sale of one train each to these Midwestern Utilities. Transtar: \$5 million 10-year single investor tax lease financing of new covered steel gondolas. Residco: \$2.5 million asset secured loan financing for covered hopper grain cars operating under five year full service lease agreement. Household Financial: \$32 million Purchase of used equipment portfolio involving 9000 rail cars operating under a leveraged lease with the Southern Pacific. Bethlehem Steel: \$26 million Sale Lease Back Financing of four aluminum coal gondola trains. Commonwealth Edison: \$5 million Coal Unit Train, single investor tax lease. Union Pacific Railroad: Two separate rebuild refinance sale lease back transactions involving used refrigerated boxcar equipment. \$20 million. Cargill: \$5 million single investor tax lease, aluminum covered hopper rail cars. Helm/Union Pacific Railroad \$10 million single investor tax lease to a newly established operating joint venture company.

### **GE Capital - Railcar Services**

\$500 million in 50 separate acquisition transactions over a seven-year period. Played a major role in the growth of this rail car fleet through managing the acquisition function. Partial listing of direct work includes the following credits: Polysar, United Coal, Republic Bank, Union Carbide, Novacor, Canadian National, CSX, Exxon, PLM, BC Hydro, CNW, Portec, ATSF, GATX, Westinghouse, Brae, Emons, Greenlease, McDonald Douglas and others.

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"Solutions Focused on Profitability"

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