



C.H. Brown Co., LLC - A Platte Valley Company

THE BOTTOM LINE

March & April 2020



A note from...

ED MEYER

Chief Operating Officer

Spring is upon us and with it comes change; soon the grass will turn green, flowers will bloom, and trees will bud and leaf. CHB anticipates these ecological changes just as we also await the kick-off to 2020's equipment finance industry events, for freight rates to rebound, and to understand the impact of COVID-19 on our business.

Three recent changes at CHB include: 1) CHB is pleased to welcome a new Office Manager, Janie Martines; 2) we are once again using bank statements in underwriting; and 3) we have resurrected the direct supervisory position exclusively for Client Services. Like many of you, we are also keeping a close eye on potential economic changes as a result of this year's election cycle.

Despite all this change, CHB takes solace in the constancy of its loyal partners and customers. We look forward to a productive year despite the impending air of change which surrounds us all.

One thing that hasn't changed is our support of industry partners like the NEFA and AACFB. I hope to see you at one of these conferences this spring!

FOR SALE

JUST REDUCED & PRICED TO MOVE!



2019 KENWORTH T680

\$119,500 financed / \$99,500 cash

128,901 miles, Cummins ISX15 Engine,
450 HP, 10 Speed Transmission,
Double Bunk with Fridge/Freezer combo,
DOT and Ready for the Road

Interested? Contact Kathy at:
kprice@chbrownco.com

WELCOME TO THE TEAM



JANIE MARTINES
Office Manager



DAMION BURBACK
Staff Assistant

INDUSTRY EVENTS

NEFA

NATIONAL EQUIPMENT FINANCE SUMMIT

March 25 - 27 • San Antonio, Texas

AACFB

ANNUAL CONFERENCE

May 6 - 8 • Las Vegas, Nevada

STOP BY OUR BOOTH!





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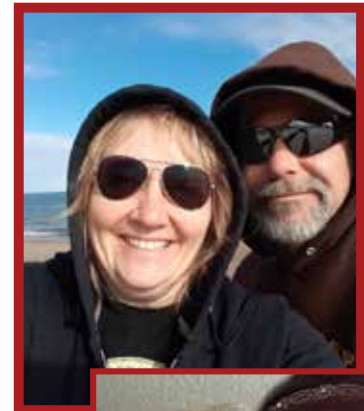
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CHB CHATTER

featuring... **JAN SCHMITZER**



Who is Jan Schmitzer? I am the Client Services and Collections Manager. I joined the CHB team in June 2019 and in my short time here, I have worked in the Title & UCC Department, Reception, and the Client Services Department, before my recent promotion. My position includes customer service, collection efforts, training of new associates, as well as problem solving account issues. I get to do a lot of great things every day but what I enjoy most is visiting with clients and finding solutions to help them work through their strained financial situations.



Previously, I was a junior high science teacher - talk about a complete career change! I have earned three degrees, including a Masters in Science Education. I am the proud mother of three grown children and two awesome grandchildren. In my spare time, I enjoy traveling, exploring new places, and hiking around the state parks in Wyoming and Colorado. I love spending time with my critters and my family, and I am always up for an adventure.

I am very thankful for my position with CHB and I look forward to my continued professional growth with the company.

