

Media Release



Ervin Leasing Hires Shane Rice, Expands into Office Products Finance Market

Ann Arbor, Michigan, November 18, 2013 – Ervin Leasing, a wholly owned subsidiary of Bank of Ann Arbor, announces its expansion to service the office products finance market with the hiring of Shane Rice as Relationship Manager-Office Products. Mr. Rice brings many years of leasing experience to Ervin with a focus on office imaging.

Ervin Leasing is dedicating resources and staff to support the independent dealer base. “Ervin’s industry-specific relationship managers offer an in-depth knowledge and understanding of their respective markets that is critical for creating opportunities and solving problems,” said R.J. Grimshaw, Executive Vice President & Chief Sales Officer, Ervin Leasing. “Our managers act as consultants to complement our business partners’ marketing, sales and customer retention strategies. In an industry that has become increasingly commoditized, we take the opposite approach. We get involved in growing our partners’ business -- not just taking orders.”

“Shane will be responsible for advancing Ervin’s value proposition to existing and prospective Office Imaging partners,” said Grimshaw. “His extensive industry experience and proven track record in office image financing make Shane exceptionally qualified for this role.”

Prior to joining Ervin, Mr. Rice served as Business Development Manager with Marlin Business Services where he was Business Development Officer for national accounts. Mr. Rice also spent five years at Canon Financial Services.

About Ervin Leasing

Ervin Leasing Company, founded in 1978, is a well-established small ticket, \$5,000 - \$250,000, equipment leasing and finance company headquartered in Ann Arbor, Michigan. The company has a national presence in the small ticket vendor space servicing the general equipment categories with emphasis on strong service and self-underwriting solutions. Ervin Leasing was acquired by Bank of Ann Arbor in January 2013. For more information please visit www.ervinleasing.com

About Bank of Ann Arbor

Bank of Ann Arbor is a locally owned and operated bank with total assets and assets under management of over \$1.7 billion, serving people and businesses in the Ann Arbor area with offices at the corner of Fifth Avenue and Washington Street in downtown Ann Arbor, in the Traver Village Shopping Center, at the corner of Stadium and Liberty streets, on West Ellsworth Road in Pittsfield Township, on West Michigan Avenue in downtown Ypsilanti, and in Plymouth on Ann Arbor Road. Its newest office opened in January 2013 on East Michigan Avenue in downtown Saline. The web site is www.boaa.com. Visit us on Facebook, Twitter, and LinkedIn.

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