

John J. Buell

Professional Profile:

With nearly 50 years of banking, business and consulting experience, John J. Buell offers the firm's clients an extensive level of support in a variety of areas. In particular, his banking background as a commercial lender working with portfolios in excess of \$50 million in the manufacturing, wholesale, restaurant and retail business industries, provides clients in these areas with a different perspective of their individual lending relationships.

With a lifetime of developing lines of communication with both conventional and unconventional lenders, he is widely regarded for his ability to locate and place financing in even the most difficult of circumstances. Because the firm has a focus on businesses that are in transition, his experience in the area of financing is often the measure of the engagement's success in either restructuring existing, or securing replacement financing.

As principal of his own businesses over the years, he has dealt with all of the problems that business owners and operators face in these times of such dramatic change in their environment. His services are often used by clients to guide them as an advisor, not only in structuring financing, but also assisting clients in a wide variety of other business transactions.

His overall lending experience, which brings a broad perspective to the firm's ability to assist its clients in securing the necessary financing to grow businesses, is also valuable in securing the best possible rates. His national contacts, many of whom are members of the Commercial Finance Association, provide him with a wide range of potential asset based lenders in those circumstances where conventional bank financing is not possible.

Widely traveled throughout the country, as he guides the firm's clients who are consolidating operations, winding down and disposing of specific divisions or eliminating products, his ability to deal with creditors, lenders and customers in those circumstances significantly contributes to a client's successful transition.