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American Trailer Works Partners with Northpoint Commercial Finance to Launch Dealer Inventory Financing Program

American Trailer Works (ATW), North America's largest manufacturer of utility and cargo trailers, announced an agreement with Northpoint Commercial Finance to provide an ATW-branded inventory finance program for its broad network of independent dealers. ATW manufactures and markets its products under well-known brand names including PJ Trailers (PJ), Carry-On Trailer (Carry-On), RC Trailers (RC) and Middlebury Trailers (MTI). Northpoint Commercial Finance will be the exclusive inventory finance provider for ATW's new branded program.

The program will provide PJ, Carry-On, RC and MTI dealers with a comprehensive, one-stop solution for inventory financing, also known as floor plan financing. Under the program, dealers will have dedicated credit lines with Northpoint Commercial Finance, customized service and reporting capabilities, and competitive terms that allow them to manage and grow their businesses effectively. Dealers will benefit from extended free interest terms and seasonal credit line uplifts. The program will be supported by online tools allowing dealers to manage their credit needs anytime, anywhere.

John Burgess, president of ATW's utility business, said: "We strive to provide our dealers with products and services that allow them to compete most effectively in their local markets and grow their businesses. This financing program demonstrates our commitment to our independent dealers. Dealers will be able to grow faster and offer a broad selection of ATW products to consumers."

"The only place to buy an ATW product is through an independent dealer or authorized retail outlet" added Bryan Johnson, president of ATW's cargo business. "We never compete with our dealers and always look for ways to expand our services to them. This program will enable dealers to get access to the credit they need to put products on their yards that trailer buyers want."

Dan Radley, president of Northpoint Commercial Finance, stated "Our relationship with American Trailer Works and their North American dealer network is very important to us. We are proud to deliver a stable source of capital for ATW's dealers to stock, market and sell a wide variety of ATW products more profitably."

About American Trailer Works

American Trailer Works is the largest manufacturer and distributor of utility and cargo trailers in North America. Through its 11 plants, American Trailer Works sells trailers through independent dealers and big box retailers under the PJ Trailers, Carry-On Trailer, RC Trailers, Middlebury Trailers and other private-label brand names. More information about the company is available at www.americantrailerworks.com.

About Northpoint Commercial Finance

Northpoint Commercial Finance, with offices in Alpharetta, GA and Burlington, ON, is a diversified inventory finance company that partners with manufacturers, distributors and dealers to provide flexible financing to their distribution channels. Northpoint combines experience with innovative technologies, fresh ideas, streamlined processes and customer focus. More information about Northpoint and their offerings is available at www.northpointcf.com.