

Tandem Finance circulates multi-channel financing partnership with Refresh Fans

FOR IMMEDIATE RELEASE

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FORT COLLINS, COLO. – Tandem Finance is excited to reveal a new partnership with HVLS (high-volume, low speed) fan manufacturer, Refresh Fans Inc. Being a new entry to the U.S. market, Refresh Fans has the opportunity to distribute financing through multiple sales channels successfully.

“Working with Paul Reeves at Refresh Fans has resulted in a customized and competitive finance offering for their end-user customers via direct and dealer channel sales organizations.” says Doug Andring, Vice President of Business Development at Tandem Finance. “Allowing their customers to pay monthly for the equipment they need, not what they can only afford from their capital budget is a win/win for both parties.”

“In Some cases, we have found that the energy savings or rebates are enough to cover the monthly payments,” says Paul Reeves, President at Refresh Fans. “We are all about helping as many companies as we can get the most out of their people and their pocketbooks, while doing something good for the environment. Working with Tandem Finance to provide more opportunity for people to benefit from our products was a no brainer.”

By having access to multiple sales channels, our partnership can:

- Offer various reduced finance options to direct customers
- Deliver more first-look approvals for Refresh Fan’s dealer/agent channels
 - 12-tier credit structure and risk-adjusted pricing
 - All established, challenged and start-up profiles apply

Refresh Fans has expanded and worked to help create safe schools with proven technology. Their green energy and healthier indoor environment efforts are projecting them to the forefront of the HVLS and HVAC solution segments.

Tandem is designed to underwrite, fund and fully administer transactions across the complete credit spectrum – including start-up businesses. A dedicated Vendor Service Team intended to support Refresh Fan’s distinct multi-channel needs has been created. Andring closes by stating, “We have the capacity to help deliver a fundamental need with our ability to get the dealers and agents funded before delivery and customer acceptance. This model improves the channel partner’s cash flow and working capital positions while providing a great service to their customers. Tandem Finance will service a wide cross-section of the needs that are not being fully met in the U.S. commercial marketplace.”

Tandem Finance Inc. provides equipment financing to SMBs in the U.S. through the equipment vendor channel. Tandem Finance is a wholly-owned subsidiary of Chesswood Group Limited. Chesswood Group Limited, publicly traded on the Toronto Stock Exchange (TSX: CHW), is a financial services company operating in the specialty finance industry in North America.

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