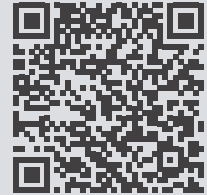


2019

Top 10 Equipment Acquisition Trends

Use these trends to better understand the market environment as you make plans to acquire equipment for your business.



See the complete "Top 10 Equipment Acquisition Trends for 2019" at www.equipmentfinanceadvantage.org/rsrscs/articles/10trends.cfm



1. Capital Spending

Look for healthy though more moderate 4.1 percent growth in equipment and software investment in 2019.



2. Financing

Equipment finance will remain the most common payment method used by businesses to acquire equipment and software.



3. Equipment

Investment in key verticals will remain steady or strengthen, including aircraft, construction, computers, software, materials handling, and ships and boats.



4. International Outlook

U.S. businesses will monitor the impact of global economic headwinds, from slowdowns in emerging markets to U.S.-China trade policy conflicts.



5. Tax Law and Accounting

Leased and financed acquisitions will get a boost from regulatory and legislative changes, including lease accounting standard ASC 842 and the federal tax law.



6. Technology

Equipment finance businesses will seek out new technologies for everything from enhancing the end-user experience to increasing efficiencies.



7. Innovation

Innovations in equipment management drawing on robust technology platforms and data analytics will accelerate to meet the growing complexity of setting residual values.



8. Interest Rates

Eyes will be on the Fed for interest rate increases that will impact both equipment suppliers and end-users that seek funding.



9. Politics

As businesses continue to realize the benefits of federal deregulation, the actions of a divided Congress could impact investment momentum.



10. Wild Cards

Among external factors that will influence capital spending decisions are credit conditions, oil prices, the health of the housing sector, and global developments, including Brexit.