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***FOR IMMEDIATE RELEASE***

## **Matsco Expands Team to Support Increasing Demand**

July 14, 2006 – Emeryville, CA – Matsco has added six new members to their sales team and created a new direct marketing division to effectively support the demand for healthcare practice and equipment financing.

With Michael Healey, Regional Sales Manager, and Penny Healey, Regional Financing Officer, Matsco has opened a second office in Southern California to expand the team's presence in the Southwest region. Based in Chatsworth, CA, Michael and Penny specialize in equipment financing and work closely with doctors planning office start-up and expansion projects.

Tom Baker, Regional Sales Manager, is based in Chicago, IL and has joined forces with Judy Jennings and the Midwest team. With more than 20 years in dental practice financing, Tom specializes in equipment and vendor business to help doctors build, expand and equip their practices.

Angela Baker, Regional Sales Manager, is responsible for developing Matsco Express within the dental, veterinarian and vision care industries. Matsco Express allows clients to conveniently obtain loans for small equipment purchases, consulting fees and other needs for their continued growth. Based in Chicago, IL, Angela will also continue to develop her existing vendor relationships in the vision care industry



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Jeff Connon, Regional Sales Manager, joined the National Programs team in April. Based in Boston, MA, Jeff is responsible for managing key programs in the dental market and new business development in the vision care market.

Amanda Delbridge, Regional Financing Officer, is responsible for developing Matsco's new Direct Marketing division with a specific focus on building client relationships. Amanda is based in the new Chatsworth, CA office.

“We are thrilled to have Michael, Penny, Tom, Angela, Jeff and Amanda as part of the Matsco team. They've joined top notch teams and will help fulfill Matsco's promise to provide customized financing programs, practical planning resources and a team of experts who have a proven track record in knowing what it takes to make a practice thrive,” says Allison Farey, President of Matsco. “With over 50 years of combined experience, our newest team members greatly increase our proven ability to effectively support doctors looking to equip and expand their practices. Plus, we can now provide our dental clients new financing options in addition to bundled equipment and financing offers from equipment dealers.”

#### **About Matsco**

Matsco, headquartered in Emeryville, CA, is a leading provider of healthcare practice financing, including start-up and practice acquisition financing, equipment and expansion leases and loans, and commercial real estate financing. Matsco has the exclusive endorsement of ADA Member Advantage<sup>SM</sup> and is the only practice financing company recommended by the American Animal Hospital. Matsco is a division of Greater Bay Bank N.A. For more information on products and services provided by Matsco, call 800.326.0376.

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