



February 5, 2009

President Barack Obama  
The White House  
1600 Pennsylvania Avenue, NW  
Washington, DC 20500

Dear Mr. President:

As you and your economic team consider ways to revise the Troubled Asset Relief Program (TARP), we respectfully ask that consumer finance companies be included among the institutions that receive assistance from the program.

According to Federal Reserve data, finance companies account for approximately 45% of non-mortgage-related consumer credit. These companies offer the types of loans that Americans use to meet everyday borrowing needs – from buying a car to get to work, to paying college costs.

Our hope is that your administration will support an expansion of the Term Asset-Backed Securities Loan Facility (TALF), whose objective is to increase credit availability for consumers and small businesses by facilitating the issuance of Asset-Backed Securities (ABS) backed by auto loans and leases, floor-plan financing, student loans, credit cards and small business loans. Under TALF, which is scheduled to begin operations this month, the Federal Reserve Bank of New York will lend up to \$200 billion to holders of newly issued AAA-rated ABS.

While TALF is a step towards restoring market liquidity, we believe the program's current eligibility requirements will prohibit most finance companies from participating. Outside of mortgage, ABS securitizations of every tier and vintage have always performed as predicted, and although current bonds have not matured, we expect their performance to be on par with other economic downturns. Absent the ability to participate in TALF, many financial services companies, especially those within the auto industry, would not be able to finance consumer loans for products and purchases essential to the nation's recovery.

In addition to the capital markets, many finance companies rely on bank lines of credit to fund loans to consumers. For this reason, we ask the administration to ensure that, if these banks accept TARP money, they keep these lines of credit open and fluid.

To date, the majority of the federal government's financial relief programs have been directed toward assisting depository institutions. As important as these institutions may be, a campaign to get credit into the hands of consumers must also encompass finance companies. We would be happy to meet with representatives of your administration to discuss these suggestions.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Stinebert", written in a cursive style.

Chris Stinebert  
President & CEO

Cc: The Honorable Timothy Geithner, Treasury Secretary  
The Honorable Lawrence Summers, Director, National Economic Council  
Melody Barnes, Director, Domestic Policy Council  
Christina Romer, Chair, Council of Economic Advisors