



CANADIAN FINANCE & LEASING ASSOCIATION
ASSOCIATION CANADIENNE DE FINANCEMENT ET DE LOCATION

CFLA names its Members of the Year 2010

THE INSTRUCTORS OF CANADIAN LEASE EDUCATION ON-DEMAND

VANCOUVER, BRITISH COLUMBIA (September 24, 2010). Last night, at its 2010 national conference, CFLA Chairman Serge Mâsse announced the CFLA “Members of the Year”.

This Award recognizes individuals, volunteers from members, who work quietly for the Association, committed to its goals.

“These volunteers are wonderful examples of those who are pleased to give back to their industry,” said Mr. Mâsse. “Their generous efforts are a significant contribution to their Association, to its members and to the industry as a whole.”

This year was unprecedented – 12 very special honorees: the volunteer instructors of the Association’s unique online and, now, on-demand education program: Canadian Lease Education On-demand, or CLEO for short.

Angela Armstrong

Prime Capital Consulting and Forest Leasing
Instructor: Marketing & Sales and the Selling Process

Kevin Bowman

Equirex Leasing Corporation
Instructor: Vendor Relationships &
the Lease vs. Buy Decision Making Process
Instructor: The Credit Process

Michael Burke

Blake Cassels and Graydon LLP
Instructor: Lease Documentation & Leasing Law

Jason Cooper

PricewaterhouseCoopers LLP
Instructor: Financial and Tax Accounting for Leases

Murray Derraugh,

The Alta Group
Director of Content for the CLEO project, responsible for
compiling and adapting all the educational materials

Michel Lévesque

Group Credit Lease
Instructor: Financial Statements

Stuart Sherman

Morrison Acceptance Corporation
Instructor: Collections & Portfolio Management

Judy Smiley

Instructor: Lease Pricing

Hugh Swandel

The Alta Group
Instructor: Lease Company Management &
Sources of Financing for a Leasing Company

Michael Stewart

KPMG LLP
Instructors: Financial and Tax Accounting for Leases

Steve Weisz

Blake Cassels and Graydon LLP
Instructor: Lease Documentation & Leasing Law

Robin Wilks,

HKMB HUB International
Instructor: Insurance for Leasing Companies

CLEO is an 11-session education program covers every aspect of the business from marketing and sales to lease pricing, the credit process, vendor relationships, collections, as well as the legal, accounting and taxation aspects of the business. It is designed to give a general understanding of all these key elements of our business.

Past Honorees

2008-09 Michael Collins, DealerTrack Canada, Inc.
 2007-08 The CFLA Education & Program Committee
 Chair: Richard McAuliffe, Key Equipment Finance Canada Ltd.
 John Barraclough , Maxium Financial Services Inc.
 Gary Batchelor, Travelers Financial Corporation
 John Estey, Stonebridge Financial Corporation
 Douglas McKenzie, BAL Global Finance Canada Corporation, and
 Alan Morgan, RBC Equipment Finance Group
 2006-07 Ford Motor Company of Canada Ltd. And Ford Credit Canada Ltd.
 2005-06 Hugh Swandel (Swandel and Associates)
 2004-05 Peter Freill (Securcor Group of Companies)
 2003-04 Mark Robinson (DaimlerChrysler Services Canada Inc.)
 2002-03 Diane Sekula (CIT Financial) and Bob Westlake (GE Capital)
 2001-02 David Chaiton (Chaitons, LLP), Tom Hopkirk* (HKMB Capital Solutions) and Raja Singh (Pitney Bowes
 Global Credit Services)
 2000-01 Brian Stevens (MFP Financial Services)
 1996-97 Serge Mâsse (Crédit-Bail Findeq)
 1995-96 Tom Simmons (Commcorp Financial Services)
 1994-95 Greg Korsos (Sako Leasing Inc.)
 1993-94 Tom Hopkirk* (Barclays Bank of Canada Leasing Division)

*Tom Hopkirk has been named Member of the Year twice: in 1993-94 and 2001-02.

For more information

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 CFLA

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