

MONEY\$ LINES

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NEW BUSINESS

We are pleased to have funded the following new client types last month:

- Industrial Pump Manufacturer
- Transport/Trucking Companies
- Furniture Finishing Manufacturer
- Industrial Machine Shops
- Circuit Board Manufacturer
- Commercial Cleaning Service
- Keyless Lock Manufacturer
- Cable Services Companies
- Staffing Companies
- Printing Company
- Injection Molding Company
- Furniture Manufacturing Companies
- Sock Import Company
- Packaging Company
- Industrial Machinery Movers
- Women's Clothing Manufacturer
- Chemical & Adhesive Manufacturer

Much of our business comes to us from financial professionals like you. Thank you very much for your trust. Please continue to send us your financially challenged customers.



How you could benefit from a strategic partnership with FVF

It's no secret that fewer and fewer banks are doing true asset-based lending any more. But that doesn't mean, of course, that the need for asset-based lending among businesses has lessened any.

If anything, today's challenging economy has squeezed working capital cycles tighter, making more companies good candidates for asset-based and accounts receivable financing. To meet this need, many banks are looking to develop strategic partnerships with commercial finance companies that specialize in asset-based and accounts receivable loans.

First Vancouver Finance (FVF) has created a formal referral program — we call it the Capital Alliance Program, or CAP — through which banks can generate additional fee-based income by referring customers who are good candidates for financing to FVF. Since instituting the program last year, FVF has received dozens of referrals from strategic partners all across the U.S. and Canada.

SUCCESS STORIES

FVF's strategic partnership with GMAC actually goes back to well before initiation of the CAP program. "We have made many referrals to FVF over the years," says GMAC's David Ellis. "As we filter the marketplace and find companies that fit in their strike zone, we pass the referrals on to them, and they do the same for us. We know their people and their experience — they have a history of getting the job done. We have strong confidence in making referrals to FVF."

Bill Orthner, a commercial lender with CIBC in Edmonton, says his bank has made four referrals to FVF thus far. "These were companies that needed to generate additional cash — they were short on working capital because the margins on the conventional bank lines we could provide weren't high enough. The beauty of this type of arrangement is that FVF handles the financing while we maintain the rest of the banking relationship with our customer. There's real value in what FVF can bring to the table."



By Don Sadler

"The beauty of this type of arrangement is that FVF handles the financing while we maintain the rest of the banking relationship with our customer."

David Dooley, a commercial lender with First Tennessee Bank in Knoxville, tells a similar story about when he had to say "no" to a potential borrower. "But instead of just saying 'Sorry, we can't help you,' we referred the business to FVF," Dooley explains. "Because of this referral, the business moved their entire banking relationship from another bank to First Tennessee. They were impressed that we had the knowledge and experience to identify their needs and make an appropriate referral."

EXPERTISE AT THE READY

Pat Newcomb, a commercial lender with Key Bank Dayton, stresses the value of being able to draw on the expertise of FVF to meet her clients' needs. "Whenever I see what could be an asset-based loan situation, I bring Steve Sims from FVF along on the call with me," she says. "If a

situation requires more servicing or understanding of the working capital cycle than we have here in Business Banking, I want to see what FVF can do to help. In most cases, Steve is able to suggest practical solutions."

The need for such strategic partnerships is greater now than ever, says Newcomb: "Now more than ever, it helps to work with a partner who understands how to help companies manage their working capital cycles. Banks used to do a lot more asset-based lending, but deals have to be much larger now for banks to consider them. So there's a real gap in the under-\$3 million range, where FVF specializes."

"It seems like a natural fit to me that we work together to help my customers achieve their goals," she continues. "I might not get the loan at first, but when the company reaches the stage where they're bankable I'm in a great position to offer a more traditional bank loan."

To learn more about the CAP program and how you could benefit from a strategic partnership with FVF, call FVF today at 800-783-6669.



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www.fvf.ca



FUNDING FOR COMPANIES WITH UNIQUE CHALLENGES

As a privately held corporation since 1975, First Vancouver Finance (FVF) has provided financing solutions to small and medium sized companies by building strong referral relationships in banking, asset base lending and other commercial financing industries.

Our objective is to provide flexible financial alternatives through which clients can grow, develop business and ultimately return to bank or other traditional financing sources. FVF can work through certain difficulties

including: start-up and rapid growth companies, companies operating at a loss, with minimal or deficit net worth, tax liens or bankruptcy issues to provide the client with the necessary working capital.

Every business has its own unique challenges and First Vancouver Finance's flexible underwriting standards, products and services are designed to help companies with annual sales from \$200,000 to \$25,000,000. If you are working with a business who could benefit from factoring or an accounts receivable line of credit, please call the FVF representative in your area.



Member of:



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Across Canada and USA!

OFFICES ALSO LOCATED IN EUROPE AND AUSTRALIA

September 2003

First Vancouver Finance 800.663.0721

THE FVF OBJECTIVE

Provide a flexible financial alternative through which our clients will grow, develop business, and ultimately obtain bank financing.

Providing financially challenged companies with the necessary working capital to work through issues such as:

- New company startup
- Rapid growth and increasing capital needs
- Operating losses
- Minimal or deficit net worth
- Tax Liens
- DIP Financing



FVF For more information regarding ways FVF can improve Cash Flow, please call First Vancouver Finance at 800-663-0721. **FVF**

Welcome Aboard:

Nick Dunleavy – Phoenix, Arizona and Chad Wenger – Tampa, Florida