Frank Penkala - Equipment Leasing Specialist

LeaseDirect Canada Corporation: Equipment Leasing and Vehicle Financing for Canadian Business

frank@leasedirect.ca

Summary

Fixer of interesting commercial financing challenges. A business equipment financing and leasing specialist and consultant to hundreds of businesses over the past sixteen years. I help clients finance virtually any equipment or vehicle (new or used), from any source. Our particular strength is in providing funds for fast growing, early stage, or credit leveraged companies that require revenue producing equipment on a tight timeline. We assist clients in structuring finance terms to optimize and improve cash flow, reduce taxable income and to diversify financial resources. I provide personal attention to every detail to complete client transactions efficiently, while keeping financial information confidential and secure. Specialties: Focus on equipment leasing and vehicle financing for small to medium sized, growth oriented enterprises in western Canada. We also handle financing of Canadian customers for US based vendors. LeaseDirect Canada provides financing for any type of business asset, including heavy equipment, vehicles, manufacturing & process equipment, machine tools, forklifts, office furniture, restaurant equipment, golf simulators and fitness equipment.

Experience

Equipment Leasing Specialist at LeaseDirect Canada Corporation

September 1998 - Present (16 years 11 months)

Business equipment financing and leasing specialist, with a focus on small to medium sized enterprises in western Canada. I provide financing for any type of business asset, and routinely handle financing of Canadian customers for US based vendors.

8 recommendations available upon request

VP Business Development at Xentel Systems

January 1997 - September 1998 (1 year 9 months)

Product sales for North America

Sales & Product Management at NovAtel Communications

September 1988 - October 1995 (7 years 2 months)

Transportable Cellular Systems (Lebanon, Peru), Nortel Base Stations, IBM PC Radio, Systems Customer Service Analysis, Wireless Access Product Sales

Skills & Expertise

Finance

Business Development
Business Strategy
Start-ups
Entrepreneurship
Product Management
Corporate Finance
Leasing
Leases
Commercial Lending
Asset Based Lending
Vendor Finance
Venture Capital
Business Analysis
Customer Service
Negotiation
Wireless
Sales
Credit
Funding

Volunteer Experience

VP - Program Development at Calgary Jung Society

January 2011 - January 2013 (2 years 1 month)

On behalf of the Calgary Jung Society, invited and hosted leading writers and speakers on Jungian depth psychology including James Hollis, Michael Conforti, David Miller, Dennis Merritt and Guy Corneau.

Education

The University of Western Ontario

BA, Philosophy, Political Science, 1981 - 1984

Interests

entrepreneurs, new ventures, small business, start ups, micro-finance, leasing, financing, venture capital, economic recovery strategies, used equipment, medical supplies, Alberta, Canada, Calgary, enterprise resilience, international development, connectivity, networking, globalization, international relations

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8 people have recommended Frank

"Frank's advisory was exceptional regarding a difficult asset purchase for a small expanding coffee roasting company I was working with. Ian."

— Ian McDonald, was Frank's client

"Kimjack has worked with Frank and LeaseDirect for many years and have always been pleased with the outcome. Providing the financial means for our customers to purchase quality used equipment, the financing is always prompt and hassle free."

— Jacquie Sutherland, was Frank's client

"Frank did a great job in arranging our new lease. Thanks Frank"

— Chris Herrington, was Frank's client

"Frank is very personable and very helpful with great ideas on how to achieve funding for machines and projects. He is also very responsive and achieves results within days. I highly recomment him to work with."

— Terry Plummer, was Frank's client

"Frank's company has partnered with Premier Medical Supply on funding serveral of our client's capital procurement. Frank and LeaseDriect have consistently provided timely and creative solutions for our customers and has been integral in our company winning business in our market. I would recommend Franks and LeaseDirect, without hesitation, to anyone seeking these types of solutions,"

— Paul Fouad, *Owner, Premier Medical Supply*, was with another company when working with Frank at LeaseDirect Canada Corporation

"Frank did a great job for Western Corrosion Technologies Inc. For getting our company on some lease programs. We were very impressed with his work. A pleasure to work with. He works very hard on behalf of his clients. Allan Bouwers"

— Allan P.T. Bouwers, was Frank's client

"Emergence by Design has used Frank for our business equipment leases for many years. He is easy to communicate with, does what he says he's going to do, and does it when he says he will."

— David Boroditsky, was Frank's client

"Frank is a person with a very good knosledge of the lease business he was not only the main contact to close the lease he also gave us valuable advises to make the correct decisions in our start up business."

— Gustavo Hernandez, was Frank's client

Contact Frank on LinkedIn