



## Trading in Canada

*BLUE CHIP* makes cross border equipment financing easy!

Blue Chip Leasing Corporation (BCL) is a small ticket Canadian based lender. BCL has been financing equipment since 1996.

BCL was acquired by Chesswood Group Limited in March 2015. Through Chesswood's wholly owned subsidiary Pawnee Leasing Corporation in the United States, BCL is able to facilitate cross boarder finance programs for our brokers, their vendors and customers in the United States.

In order to become an approved broker partner with BCL, we require a signed broker credit application, along with a broker profile form. Upon approval, a broker agreement between BCL and brokerage will be signed. Once approved a broker manual will also be provided with a rate sheet.

BCL requires a corporate application only for transactions up to \$75k, where the business has existed for a minimum of 3 years. PG's are not mandatory. 2 years of accountant prepared financial statements are required to support applications >\$75K. BCL will enter the application and access the Canadian credit. Broker notifications are emailed.

Brokers are able to log into our system directly or they may email credit applications directly to their dedicated account manager.

Once an approval has been generated, the broker controls the sales and documentation process. BCL only accepts complete funding packages.

- Reciprocity between Blue Chip and Pawnee on approved brokers
- Blue Chip does require application paperwork and signed broker agreement for files
- Blue Chip finances established businesses - minimum TIB 3 years
- Blue Chip will finance newer businesses with PG support in our Second Look program
- Blue Chip's programs are primarily covenant based up to \$150k – we will finance most assests
- Blue Chip offers a vocational vehicle program
- Blue Chip considers both new and used equipment on 24-72 month terms
- Application only up to \$75k
- Transaction >\$75,000 require 2 years of accountant prepared financial statements
- In house statements are required on F/S older than 6 months

- Credit must be Canadian based
- Equipment must be located in Canada
- Blue Chip facilitates the easy importation of equipment via our customs broker
- Vendors will be paid in USD
- US Vendors may be paid **prior** to shipment – Indemnification and foreign exchange documentation must be signed by lessee
- Originators brokerage fees are paid in USD
- Lessee's monthly payments are debited monthly in CAD via pre-authorized payment on the first of the month
- Structured approvals are available
- Sole proprietorships are considered
- Blue Chip offers a simple online application process
- Dedicated Account Managers provide a seamless flow with one point of contact!
- One stop shopping with different programs to suit most needs
- All vehicles and trailers require proof of insurance and registration at time of funding
- Blue Chip **does not** finance companies located in Quebec
- Blue Chip **does not** finance any equipment that floats or flies, anything hazardous, or environmentally unsafe
- Blue Chip **will only consider** established restaurants (4 plus years in business) in our Second look program with personal guarantees
- Blue Chip **does not** currently have E-documents
- All equipment (**except for software**) must be insured, noting Blue Chip as last payee and additional insured. If no insurance is provided Blue Chip, will place insurance coverage through their policy and charge a monthly asset protection fee

Contact:

Brett Cohen

brett@bluechipleasing.com

Tel 416.614.9237 ext 257