

**Business**

# Banker turns to Bramguard

Solving the puzzles created by financial difficulties doesn't necessitate becoming a number lost in long bank loan lines. Finding monetary solutions can be done over a coffee in the privacy of one's own home.

David Krause, left his managerial position at Georgetown's Canadian Imperial Bank of Commerce to pursue his own business in mortgage financing. He opened his Acton business, Bramguard Financial Services Ltd., a branch of a Brampton company, about three months ago.

"We offer lower rates than banks," said Mr. Krause, adding that his company can operate according to equity lending rather than by only cash flow.

This creates an opening for younger couples to enter the housing market, he explained. But for those who prefer to work with cash flow, the company will go up to 90 per cent, he added.

The company is able to offer competitive rates and terms,



the people the banks turn away, he said.

prepayment privileges, even for those with credit problems, because of its extensive network of lenders behind the company, explained Mr. Krause. This means, Bramguard will find a way to help

"It's a good feeling helping someone solve their problems," said Mr. Krause. "I really enjoy helping people get into a home."

Using the experience he gained during his 18 years with the CIBC, Mr. Krause said he can help clients increase cash flow to relieve the stresses of tight finances.

"I can take a situation, dissect it and figure out the best way to put things together," Mr. Krause said. "I can get things working to put them on top for awhile."

Life for a family can take a positive turn after a short chat at the dinner table over coffee, believes Mr. Krause.

As a father of two, Mr. Krause said helping another family find a way through financial obstacles creates a warm feeling. And Mr. Krause insists he is willing to take that extra step to extend a helping hand.

Anyone requesting information about assistance or investment can contact David Krause at 873-4991 or can send a fax at 791-5728.

# CRS sells assets at undisclosed price

Canada Remote Systems (CRS) which was recently pushed into insolvency, has sold its assets to new owners at an undisclosed price.

The bulletin board system, the largest of its kind in Canada and the second largest in North America, which offers to consumers and businesses instant access to thousand of computer programs by using their telephone, is scheduled to reopen in two weeks.

Backed by a \$100 million company, the new management plans to honour all existing memberships and will add an extra month of free services to compensate for the company's closure during the past month. All members will be contacted over the next week with further details.

"It's my intention to continue to provide the high degree of personal attention and exceptional services that have become synonymous with the company," says Neil Fleming one of CRS's new owners.

Fleming also says that the founder of the firm, Jud Newell, will continue in his capacity as an integral part of CRS's operations.

"We're anticipating a surge of interest in our company from the North American marketplace, especially as we begin to aggressively expand our unique services to members," adds Fleming.

CRS was established in 1981 and currently serves over 8000 home and commercial members across North America. The areas that CRS's programs address include; business, education, games and computer utilities, and will run on all major computer systems including IBM Personal Computers and compatibles, Apple II and Macintosh computers, as well as the Amiga systems. The company also offers electronic mail (E-Mail) facilities, free technical assistance, training seminars, on-line news feeds, and stock market information.

# Municipal Leasing acquires assets

BARRIE - Municipal Financial Corporation has announced that its leasing subsidiary, Municipal Leasing, has acquired \$26 million automobile lease assets from Flexiplan Leasing Corp. and Benefit Leasing Corporation of Rexdale, Ontario. In addition, several key personnel of Flexiplan/Benefit have joined Municipal Leasing.

Municipal Leasing is a leading participant in the small-ticket office equipment and automobile leasing markets in Ontario with offices in Toronto, Ottawa, Kingston and London, Ontario.

"The Flexiplan/Benefit purchase provided us with an excellent opportunity to expand our

leasing operation, which is making a significant contribution to our profitability. Another major reason for the Flexiplan/Benefit purchase was to provide access to the client base of national and multinational firms who dealt with them," said Paul McFeeters, Municipal Financial Corporation's Senior Vice President and Chief Operating Officer.

Municipal Leasing and Municipal Trust are both subsidiaries of Municipal Financial Corporation, which has assets in excess of \$1.4 billion. Municipal Trust offers deposit and lending services from a network of 26 branches in smaller cities and towns throughout Ontario.

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