

# ELA Leadership 2005



The ELA nominating committee has nominated the following individuals for election to the ELA Board of Directors. Those nominated for Business Council Directors were first recommended by their respective Business Council Steering Committees. If elected, all will take office at the conclusion of ELA's 2004 Annual Convention, October 24–26 in Palm Desert, California.

Each ELA member company has one vote for Directors. On August 30, voting materials and instructions will be e-mailed to each member company, which can then vote via electronic ballot on the ELA website until October 12.



## For Chairman-Elect

**Paul A. Larkins** is president and CEO of Key Equipment Finance, and a member of the Executive Council of KeyCorp. In this capacity, he is responsible for the company's entire array of equipment leasing subsidiaries. Paul has over 20 years experience in the leasing industry and formerly served as senior executive vice president of KeyCorp Leasing. He joined Key in 1993 as senior vice president responsible for all business development, marketing and asset management functions. Prior to joining Key, he worked for USL Capital and IBM in regional and national marketing functions. Paul was a founding board member and served as the corporate secretary for the Leasing Exchange, Inc. He currently serves as the vice chairman of the ELA board of directors, and as chairman of the ELA Government Affairs Council. Paul has been a leading proponent and fund-raiser for LeasePAC and the Equipment Leasing and Finance Foundation.



## For Service Provider Business Council Director

**Barbara M. Goodstein** is a partner of Clifford Chance US LLP, where she specializes in representing

lenders, leasing companies, credit enhancers and investment banks, in domestic and international leasing, lease finance, securitization and other commercial finance transactions, and in work-out and restructurings of finance transactions. Barbara has written numerous articles on commercial finance issues for various industry publications, and has been a frequent speaker at legal and industry conferences. She is also a co-author of the chapter on "Mergers and Acquisition Law" in *Mergers, Acquisitions and Leveraged Buyouts*, published by the Dow Jones Library of Investment Banking. Barbara served as Committee Secretary of the Aeronautics Committee of the Association of the Bar of the City of New York. She is a member of the American Bar Association, Section of Business Law, the Commercial Law Subcommittee, the American Bankruptcy Institute, the Women's Bar Association of the State of New York, and the Association of Com-

mercial Finance Attorneys. She is also a member of the Board of Editors of the *Equipment Leasing Newsletter* and ELA's Legal Committee.



## For Large Ticket Business Council Director

**John (Jack) Butler** is president of John Hancock Leasing Corporation (JHLC), where he has spent his entire leasing

career. Jack joined JHLC as Controller in 1983 and worked in various financial positions before becoming president in 1994. Prior to joining JHLC, he was an assistant controller at John Hancock Life Insurance Company. He began his professional career at Arthur Andersen & Co. Jack is currently a member of the Large Ticket Business Council Steering Committee.



**For Middle Market Independent Business Council Director**

**William H. Verhelle** is CEO of First American Equipment Finance, a national,

middle-market, independent leasing company. Before founding First American, Bill was vice president and western division manager of the Tokai Financial Services middle-market leasing company (now, De Lage Landen Financial Services). He is a member of the New York Bar Association, and is currently the outgoing chairman of ELA's Middle-Market Independent Business Council Steering Committee.



**For Vendor Programs Business Council Director**

**Charles C. (Chuck) Thomas** is director, e-business solutions for IBM Global Financing,

responsible for worldwide development and operation of a broad range of Web and host systems that support IBM Global Financing's leasing and distribution channel financing operations. Chuck is the co-author of the organization's e-business transformation strategy and the executive sponsor of strategic global financing sales enablement and customer care applications. One of these applications, the IGF Customer Centre, was awarded the 2002 ELA Business Technology Solution Award for innovative customer relationship services. Chuck has been with IBM Global Financing since 1983 and has held executive positions in sales, operations, pricing, contract practices, business transformation and IT. He is an active member of the ELA and currently serves as chairman of the Vendor Programs Business Council.

general management of the company's six business units. He also has served as: COO for De Lage Landen Financial Services; of De Lage Landen Finance, Inc.; managing director of De Lage Landen Leasing GmbH in Germany; and as commercial director of De Lage Landen Factors S.P.A. in Italy.



**Ellen Alemany** has been president & CEO of Citicapital since 2001, as well as executive vice president for the Citigroup's Commercial Business Group, and a member of the Citigroup

Management Committee and the Global Consumer Group's Planning Committee. Prior to that, she was appointed executive vice president of Citibank and the customer group executive for the Global Relationship Bank in Europe. She was responsible for the global relationship management of corporate clients across Western Europe. Ellen's other roles included Chairman and CEO for Citibank International plc, Citibank's pan-European Bank, and Country Corporate Officer for the United Kingdom. Ellen has held a number of positions in the Global Corporate Bank, including customer group executive North American markets, global industry head media and communications, and U.S. industry head consumer products. She also served as area head of Citibank's New York Leveraged Capital Group, where she led transaction teams and arranged financings for leveraged buyouts, acquisitions and restructurings, and senior credit officer of the bank. Prior to joining Citibank in 1987, Ellen worked at Chase Manhattan Bank in Operations, Structured Trade, and as a Senior Lender in the Media and Electronics Department. Ellen is a member of the Board of Trustees of the Equipment Leasing and Finance Foundation. **ELT**



**For Small Ticket Business Council Director**

**Paul J. Menzel, CLP**, is senior vice president of Santa Barbara Bank & Trust's Community Lending Group. Santa Barbara Bank & Trust is a community bank brand

for Pacific Capital Bank, N.A. a \$5 billion community bank on the coast of central California. Paul oversees the commercial equipment leasing, small business and auto dealer finance lending units. Paul has extensive experience in the equipment leasing industry, having managed the same national leasing portfolio for over 29 years. Paul is a past board member of ELA and has served as ELA's Chairman of the Fair Business Practices Committee and Small-Ticket Business Council. He has also served on the Board of the United Association of Equipment Lessors (UAEL). He presently serves as President of the United Boys & Girls Clubs of Santa Barbara County and has served on a variety of non-profit boards in the community.

**For At Large Directors**



**Ronald Slaats** is chairman of the Americas Division of De Lage Landen International B.V., a subsidiary of Rabobank Group of the Netherlands. A 19-year veteran of De Lage Landen, Ronald has extensive

international management experience and is an acknowledged expert within the leasing industry. Prior to his present position, Ronald served as executive vice president, commercial business units, for De Lage Landen Financial Services, the company's North American subsidiary, where he was responsible for strategic planning and