

THE SOURCE

Jan/Feb 2012



Financing America's Fastest Growing Companies™

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NEW CLIENT HIGHLIGHTS

Amerisource is pleased to announce it closed and funded **17 new client relationships in November and December 2011**. This brings the 2011 year-end total new funded commitments to just over \$60 million. We've highlighted two of these new clients below.



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Plastics Manufacturer
in North Carolina

has completed a

\$1,500,000
A/R Finance Facility

with



REFERRAL SOURCE

- Company's banker

SITUATION

- Plastics fabricator; in business since 2009
- The Company was originally a division of a larger corporation. When the corporation decided to close the division, the management team purchased the assets with financing from a community bank.
- Sales took off and the Company needed to increase its line of credit, but the community bank was unable to increase its exposure.

APPROVAL PERIOD

- 4 business days; additional 6 days to fund

RESULT

The Company used Amerisource's new, larger line of credit to finance new order fulfillment, and the business is growing quickly. The bank is still providing term financing for the Company and is working with Amerisource to ensure the Company has the financing it needs to continue its expansion.



Oil & Gas Services Provider
in Louisiana

has completed a

\$300,000
A/R Finance Facility

with



REFERRAL SOURCE

- Company's banker

SITUATION

- Provider of solutions and services for the oil and gas industry; startup founded in 2011
- The startup business was not able to obtain a line of credit from its bank, but needed financing to fulfill new contracts.
- The Company's banker contacted Amerisource to assist the Company.

APPROVAL PERIOD

- 1 business day; additional 8 days to

Awards and Recognition



fund

RESULT

The new financing from Amerisource allowed the Company to accept new orders and pursue opportunities with new customers. The Company is now able to pursue its growth plans with no working capital constraints.

MONTHLY NEWS RECAP & HIGHLIGHTS

Business and Industry News

1/14

[Humiliation of the French: After Lecturing Britain on its Finances, France Is Stripped of its Gold-Plated AAA Credit Rating](#)

Daily Mail

France was downgraded by S&P from a AAA to a AA+ rating even after the protests of many French officials. Analysts said a AAA score was no longer appropriate, citing the country's high debts and weak economy...[Read more.](#)

1/13

[BoFA Told Fed It Could Sell Branches in Emergency](#)

Reuters

Bank of America told Federal Reserve officials it could sell branches if it needed to raise capital in an emergency. However, the fact that the bank proposed selling branches does not indicate that it's highly probable. Bank of America has been under pressure to raise capital...[Read more.](#)

1/12

[Expect Sears to Lose More Financing Than Just CIT](#)

The Street

Sears is losing some financing by factor CIT Group after the retailer failed to release financial projections to the company. Other factors are still approving orders, but have expressed concern and remain cautious over the state of Sears...[Read more.](#)

12/30

[Wharton Graduate Convicted in \\$21 Million Bank-Fraud Case](#)

Bloomberg Businessweek

A former UNC basketball player and graduate of Wharton business school was accused and found guilty of lying about receivables to Amalgamated Bank to get and maintain a credit line for his Long Island City-based company. The bank realized \$16 million in losses from the crime...[Read more.](#)

12/23

[Banks Not Lending? Corporate Borrowing Soars in 2011](#)

USA Today

Borrowing by U.S. corporations saw new highs as syndicated loan volume (used by corporations for longer-term financing) in 2011 increased 56% compared to 2010. The United States was the biggest participant in the space with 47% of the global loan volume...[Read more.](#)

12/23

[Chicago Area Businessman Pleads Guilty of Defrauding GE Capital](#)

NBC Chicago

Tony Rezko was sentenced to 90 months in prison for defrauding GE Capital out of more than \$10 million in loans connected with several pizza franchises he operated in the Chicago area. Rezko was previously sentenced to 10.5 years in prison for fraud schemes involving state boards when Rod Blagojevich was governor...[Read more.](#)

12/22

[Banks Favor Companies with Women CFOs?](#)

CFO

A new study shows that female CFOs secure lower bank-loan prices. The study followed S&P 1500 companies for more than 10 years and found that firms with female CFOs received 11% lower bank-loan prices than companies with male CFOs. The study also found that women received loans with longer maturities and were less frequently required to provide collateral...[Read more.](#)

12/20

[U.S. Fed Proposes Regulations for Large Financial Firms](#)

Dow Jones Newswires

A new proposal by the Fed would require the country's largest financial firms to scale back their risk-taking to reduce the chance of another financial crisis like the one seen in 2008. The proposal, which implements requirements of Dodd-Frank, would increase regulations on banks with at least \$50 billion in assets...[Read more.](#)

INTERESTING DATA

Airfare

One of the items U.S. residents will likely pay more for in 2012, with predictions that fares will rise 10-15%. Also likely to increase in price are meat and fish (4% increase), coffee (18% increase last year), gas (5% increase), mail (3% increase) and clothes (8-10% increase).

Source: [CNN Money](#)

78%

The percentage of surveyed executives and entrepreneurs who believe that their companies will see revenue growth in 2012. 73% believe their overall industry will see revenue growth this year.

Source: [Fortune](#)

\$41 billion

The approximate value of gift cards that have remained unused since 2005. About 85% of gift cards are used within 60 days.

Source: [ABC News](#)

\$2,913

The average tax refund in 2011, slipping \$100 from the year before. In 2011 the IRS delivered a total of 109.3 million refunds totaling \$318.5 billion.

Source: [CNN Money](#)

17 seconds

The estimated amount of time it takes to add a person to the U.S. population; the figure is based on one birth every eight seconds, one death every 12 seconds and a new U.S. immigrant every 46 seconds.

Source: [CNN](#)

\$25 million

The estimated dollars added to the Des Moines economy due to the Iowa caucuses. The caucuses have an approximately \$100 million impact on all of the state.

Source: [CNN Money](#)

"Would Mahatma Gandhi have made a good software engineer?"

One of the strangest interview questions of 2011, asked by Deloitte of an analyst candidate.

Source: [Fortune](#)

16 million

The number of bottles of champagne shipped to the U.S. in 2011. The mid-year shipment numbers increased by almost 22% over the mid-year shipments last year.

Source: [Fortune](#)

1/3

The portion of Starbucks' revenue that comes from overseas. Starbucks' total revenue reached nearly \$12 billion for the year ending September 30, 2011.

Source: [Fortune](#)

1.4 million

The number of low-income workers who will see higher wages as of January 1. The minimum wage in eight states (Arizona, Colorado, Florida, Montana, Ohio, Oregon, Vermont and Washington) rose between \$0.28 and \$0.37 on New Year's Day.

Source: [CNN Money](#)

Toyota Corolla

The best-selling car in the world, with 1.02 million sold this year. Rounding out the top five best-selling cars are the Hyundai Elantra, Wuling Sunshine, Ford Focus and Kia Rio.

Source: [Forbes](#)

\$850 billion

The amount of cash the biggest 1,000 U.S. companies were holding at the end of the second quarter of 2011, 11% higher than the cash they had on hand after the second quarter of the previous year.

Source: [CFO](#)

\$300 million

The investment made by Saudi Prince Alwaleed bin Talal in Twitter, translating to an approximate 3.6% share of the company. Prince Alwaleed has invested in numerous other media and entertainment companies and is the wealthiest man in Saudi Arabia.

Source: [Fox Business](#)

\$1.8 billion

The estimated total "miscellaneous fees" collected by the hotel industry in 2011. That figure is up 80% from 2001. Some of those fees include a "luggage holding fee" and a nightly "safe warranty fee" charge.

Source: [CNN Money](#)

CLOSING THOUGHTS

Happy New Year! 2012 is off to a fast start already!

As 2011 wrapped up, data shows that average credit card debt in the U.S. dropped [11%](#) for the year, with average debt loads falling in every state. Although credit card debt decreased, mortgage debt remained steady in 2011 and auto loan debt actually increased by [2%](#). While this deleveraging actually hurts the consumption component of our GDP, this sure seems like a good thing in the long run – we've all been borrowing and spending way too much for way too long.

So what's in store for the year ahead? A recent [Deloitte study](#) finds that fewer CFOs are more optimistic about this quarter than they were about the first quarter of 2011 (27% were optimistic this year, versus 60% last year). Of course, many eyes are still on the [European financial crisis](#); and [unemployment rates](#) and [energy costs](#) still remain huge issues here at home in the U.S.

There's no disguising it's an election year. With all of the presidential primaries and caucuses in January and February leading up to [Super Tuesday](#) in March, the race is taking shape. I'm hoping the politicians' New Year's Resolution is to end some of the legislative and regulatory uncertainty plaguing our country, and to reduce the unproductive gridlock in Washington. This would go a long way to give our economy the jolt it needs to get back on track.

At Amerisource, our New Year's Resolution is to strengthen and deepen our referral partner relationships through our positive problem-solving approach to new business. What can we do to become **your** preferred business partner in 2012? Please give us a call. We wish you a prosperous year!



Lynn Collins
Regional Market
Manager

About Amerisource

Founded in 1984 and headquartered in Houston, Texas, Amerisource is one of the largest and fastest-growing independent commercial finance companies in the country. Amerisource provides working capital financing and outsourced receivables management to small and middle market companies with financing needs from \$50,000 to \$10,000,000.

Core products include asset-based lending revolvers, accounts receivable factoring, seasonal bank "over-lines", outsourced A/R, credit and collections management, debtor-in-possession ("DIP") financing, trade finance for importers, and export factoring.

Amerisource also provides portfolio management and servicing for banks through its private label program America's Back-Office for Lenders™, portfolio acquisitions and liquidations, and rediscount lines of credit.



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