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## New Client Highlights

Amerisource is pleased to announce it closed and funded **18 new client relationships** in March and April 2011. Below are highlights of two of these new clients:

<p><b>Manufacturer in California</b></p> <p><i>has completed a</i></p> <p><b>\$7,000,000 A/R Finance Facility</b></p> <p><i>with</i></p> 	<p><b>REFERRAL SOURCE</b></p> <ul style="list-style-type: none"><li>• Company's consultant</li></ul> <p><b>SITUATION</b></p> <ul style="list-style-type: none"><li>• Manufacturer of ceramic igniters and gas ignition safety controls; in business since 1972</li><li>• Company had a \$3.9 million working capital facility with a local bank</li><li>• After several acquisitions, this Company needed to increase its credit facility, but its bank was unable to do so</li></ul> <p><b>APPROVAL PERIOD</b></p> <ul style="list-style-type: none"><li>• 5 business days; additional 6 days to fund</li></ul>
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### RESULT

This manufacturer was expanding more quickly than its existing bank line of credit could handle, and it needed additional funds for continued growth. Amerisource approved a \$7,000,000 credit facility and gave the Company access to the working capital that it needed to continue financing its growth. ***Business has ignited, and the Company is prepared for a red-hot year!***

[\*\*Read more of this manufacturer's story...\*\*](#)

**Transportation  
Company  
in North Carolina**

has completed a

**\$2,000,000  
A/R Finance Facility**

with



**REFERRAL SOURCE**

- Company's banker

**SITUATION**

- Regional transportation company with a strong presence on the East Coast; in business since 1985
- Company had the opportunity to expand to the West Coast, increasing the need for additional working capital
- The Company's bank was unable to increase its credit exposure and referred the Company to Amerisource

**APPROVAL PERIOD**

- 1 business day; additional 6 days to fund

**RESULT**

When this Company's bank was unable to increase its line of credit to allow for a cross-country expansion, the banker knew Amerisource could help. In just seven business days, the Company had the working capital it needed to complete and finance the expansion. **Now the Company is coast-to-coast, and business has never been better!**

[Read more of this transportation company's story...](#)

## Monthly News Recap & Highlights

### Business and Industry News

- 05/16 [Poetic Justice for Chrysler's Bondholders](#)  
*The New York Times*  
Just two years ago the U.S. pressured bondholders into accepting huge losses in Chrysler's bankruptcy plan. Now the automaker seeks \$6 billion to pay back the Treasury and those same creditors have the upper hand ...[Read more.](#)
- 05/09 [Bair to Leave FDIC in July, Ending 5-year Term](#)  
*Forbes*  
After five years in the role, Sheila Bair is stepping down as chairman of the FDIC. Bair was among the first to raise concern over high-risk lending to borrowers with bad credit, and during her time as chairman, the agency closed the most banks since the savings and loan crisis. [Read more.](#)
- 05/09 [CFO Economic Optimism Down Slightly in U.S., Europe](#)  
*Financial Executives International*  
CFOs from the U.S., France and Italy were polled and results show that while they have retreated a bit from the confidence they showed at the beginning of 2011, their outlook is still positive. The CFO Optimism Index dipped to 64.10 (down from 65.50 in Q4, 2010)...[Read more.](#)
- 05/06 [Bankruptcy Law Review Tracks '10 Developments in Wake of Dodd-Frank](#)  
*Shearman & Sterling*  
The financial crisis of 2008 continues to show significant effects through 2010, particularly in regard to insolvency law. The firm finds that the U.S. is entering a "brave new world" in terms of bankruptcy ...[Read more.](#)
- 05/05 [2.6% of Firms Have Filed for Bankruptcy in Past 7 Years](#)  
*The Orange County Register*  
More than 323,000 small businesses (or 2.6%) filed for bankruptcy between 2004 and 2010. A study by the U.S. Small Business Administration found that 70% of businesses that file under Chapter 7, 11 or 13 emerge as a reorganized business or liquidate and start a new business...[Read more.](#)
- 05/04 [Former Bankruptcy Receiver Marika Tolz to Plead Guilty](#)  
*Orlando Sentinel*  
Not long after an earlier scandal of the same type, Marika Tolz has admitted to misappropriating \$16 million in Chapter 7 bankruptcy estates, resulting in a \$2.4 million loss ...[Read more.](#)

## Amerisource Community Outreach

Amerisource and its employees are committed to giving back and enriching the communities in which we live and work. Click to read more about Amerisource's recent causes supported or sponsored, which include:

- 05/20 [Brown Family Benefit Luncheon, St. John's Lutheran Church](#)
- 05/15 [Yellowstone Academy](#)
- 05/01 [Children 4 Tomorrow](#)

## Interesting Data

### Peter

The most popular name for a male CEO. Rounding out the top five names are Bob, Jack, Bruce and Fred. Deborah ranks as the most popular female CEO name.

Source: [ABC News](#)

**33%**

Percentage of U.S. mobile consumers who said their next desired operating system is Apple's iPhone. 26% would buy the Google Android operating system and 13% of U.S. mobile consumers sought RIM's Blackberry.

Source: [Nielsen](#)

### 45%

The percentage of tech startups that close within the first six months in business.

Source: [Business Insider](#)

### Mac vs. PC

### Vespa vs. Harley

A recent survey found significant and often surprising differences between (self-identified) Mac and PC users. 69% of PC users would rather ride a Harley than a Vespa, while 52% of Mac users prefer the Vespa.

Source: [Mashable](#)

### SAS

The business analytics software provider is ranked #1 "best company to work for," for the second consecutive year, on the 100 Best Companies to work for list. Some perks? On-site health care, car cleaning, a beauty salon and a 66,000 square-foot gym.

Source: [CNN Money](#)

**2018**

A contrarian-view forecast of the year when the Federal Reserve will raise the "Fed Funds" interest rate (currently set at 0.00% - 0.25%), according to research by economists at Goldman Sachs.

Source: [Fortune](#)

### 10.6 million

Number of women in the U.S. who have earned a master's degree or higher, surpassing the number of men with the same distinction for the first time in history. 10.5 million men have advanced degrees.

Source: [Fox News](#)

**\$61,436 per year**

The quantitative "worth" of a mother based on all of the jobs she likely performs or fulfills.

Source: [Insure.com](#)

### 2,512

The number of prisoners who escaped incarceration in 2008, out of a total population of 1.4 million (0.18%). The number has been declining for decades as shown by the 1993 data of 14,305 escapees from a population of 780,357 (1.80%).

Source: [Slate.com](#)

**Less than 1%**

Acceptance rate of new students to the California prison guard training academy. By contrast, Harvard has an acceptance rate of 6.2%. Another interesting comparison: the starting salary of a California prison guard ranges from \$50,000 to \$65,000 and the average salary of a new Harvard grad is just under \$50,000.

Source: [Wall Street Journal](#)

### \$1.45 trillion

The value of U.S. Treasuries held by China,

**57%**

The percentage of the American general

the largest foreign holder (as of March).  
The second-largest holder, Japan, has  
\$907.9 billion in U.S. Treasuries.  
Source: [Bloomberg](#)

public who believe that a college degree  
is not worth the investment. Perhaps these people have  
read the Wall Street Journal article above...  
Source: [Pew Research Center](#)

## Eritrea

The most expensive place to buy gas  
in the world. The average price for a gallon  
is a staggering **\$9.61** and the country often  
experiences fuel restrictions due to shortages  
in supply. Eritrea is a country located in the horn of  
Africa.  
Source: [Business Insider](#)

## Venezuela

The country with the lowest gas prices in the world. This  
OPEC member nation averages just **\$0.09** per gallon  
due to large government subsidies.  
Source: [Business Insider](#)

## Closing Thoughts

How quickly things change! Just last month we were writing checks to the IRS and lamenting the end of Spring Break, and now there is an onslaught of headlines around the killing of Osama bin Laden, the resignation and arrest of the IMF president, and the Arnold Schwarzenegger scandal. As easy as it is to get caught up and "escape" in the more sensational news, the problems facing the American and world economies (especially our small businesses here in this country) are still looming.

Among these problems is the Dodd-Frank Act. This sweeping bill, widely criticized by U.S. banks and lenders, is the most comprehensive regulatory reform since the Great Depression, and is projected to change banking as we've known it throughout our lifetime. For those who have credit cards, the average interest rate is rising and is likely to continue. At the beginning of 2011, the average credit card interest rate was [13.43%](#), up from [12.08%](#) in 2008. So much for attempting to "legislate" a fix for high interest rates. And JPMorgan Chase CEO, Jamie Dimon, said last year that due to the new regulations, his company has completely [stopped offering cards to a full 15%](#) of people who would have otherwise qualified. In addition, the costs of implementing the legislation are unknown, and according to the Inspector General of the Commodity Futures Trading Commission, they are likely to [remain under wraps](#). Based on regulations that the administration has already released, [\\$866 million](#) in direct compliance costs will be placed on the financial industry. It is virtually certain that these costs will be passed along to consumers.

The regulation of the banking and financial industries is such a hot topic that HBO recently released a film titled "[Too Big to Fail](#)," which tells the story of the 2008 economic crisis. Although the event has already become "entertainment," the issue is still very real to lawmakers and financial institutions, and even more so to the consumers and businesses they finance.

Although it is clear that the criteria for making an organization too big to fail will include [size, interconnectedness and lack of substitutes in the system](#), the "formula" for placing firms in that category is not black and white. Earlier this month two members of the House Financial Services Committee (a Republican and a Democrat) called for [firmer definitions](#) from regulators on how to define the fluid "too big to fail" term, as those institutions will be placed under the highest level of scrutiny.

At Amerisource we are closely connected to the commercial bank lenders of the world, our referral partners, and we follow banking news and developments with great interest and concern. Although much continues to change in the wake of the 2008 financial crisis, Amerisource is open for business and remains independent and unaffected by this legislation. And we will do whatever it takes to ensure American businesses have access to the working capital they need to continue growing. So if you know a growing business that could utilize our lending or back-office outsourcing services, give us a call!



Kim Bernshausen  
Regional Market Manager

## About Amerisource

Founded in 1984 and with offices nationwide, Amerisource is one of the largest and fastest-growing independent commercial finance companies in North America. Amerisource provides working capital financing and outsourced management services 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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