

THE SOURCE

November 2011



Financing America's Fastest Growing Companies™

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NEW CLIENT HIGHLIGHTS

Amerisource is pleased to announce it closed and funded **15 new client relationships in September and October 2011**. This brings year-to-date total new funded commitments to just under \$50 million. We've highlighted two of these new clients below.



Staffing Company
in New Jersey

has completed a

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

with



REFERRAL SOURCE

- Company's consultant

SITUATION

- Staffing company; in business since 2009
- Company outgrowing existing funder's credit limit



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- Company needed financing through a funder who could make quick decisions and react similarly for their growing payroll

APPROVAL PERIOD

- 1 business day; additional 10 days to fund

RESULT

As a result of Amerisource's financing, the Company was able to pay off an existing funder to which it was close to outgrowing and obtain the necessary funding for payroll. In addition, the Company now has a credit limit that will allow it to bring on new contracts and expedite the growth it is already experiencing.

REFERRAL SOURCE

- Company's banker

SITUATION

- Manufacturer of equipment support platforms and antenna mounts; in business since 1996
- This family owned and operated company had a frozen line of credit with their lender due to slowing business beginning in 2009
- As of 2011, business began growing again, but the bank was unable to extend additional credit and referred the Company to Amerisource



APPROVAL PERIOD

- 2 business days; additional 7 days to fund

RESULT

The Company is thrilled with the additional working capital provided by Amerisource and is able to keep up with growing demand and cover the associated expenses. Rave reviews about Amerisource's service are now coming to the referring banker from the Company!

Awards and Recognition

3-Time Winner

Top Private Companies
5-Time Winner

Special Award for Jobs Creation
3-Time Winner

2-Time Winner

4-Time Winner

3-Time Winner

MONTHLY NEWS RECAP & HIGHLIGHTS

Business and Industry News

11/14

[The Jobs Americans Won't Do](#)

Bloomberg Businessweek

There are some jobs that Americans are just not interested in, it seems. Preparing (e.g., skinning, cutting) catfish at the Harvest Select plant in Uniontown, Ala. seems to be one of them. The plant has had trouble finding people willing to stand in a cold, wet room for 10 hours a day processing fish for minimum wage and few benefits. Most of the workers used to be Guatemalan, but after Alabama's new integration law went into effect, the plant has had a major staff shortage...[Read more.](#)

11/11

[Year-End Budget Busters: \\$600 Billion on the Line](#)

CNN Money

Congress has more budget decisions to reach before the end of the year. Unless Congress intervenes, starting in January payments to Medicare will be reduced by nearly 30%, the workers' payroll tax cut will expire and federal unemployment benefits will end for almost 2 million...[Read more.](#)

11/11

[Once-Homeless Man Cleans Up with Soap Business](#)

CNN Money

In a story that is so familiar these days, Dennis Anderson found himself a college graduate with only meager-paying retail jobs available. Rather than commit to a job he was overqualified for, he took his savings and drove to the West Coast where he eventually launched Oregon-based Anderson Soap Company...[Read more.](#)

11/10

[Were Bailouts a Bad Idea? Alabama Bankruptcy Could Provide Test Case](#)

Bloomberg

Jefferson County, Alabama, home to the state's largest city and more than 650,000 residents, has just filed Chapter 9 bankruptcy in federal court. The county has defaulted on a massive (and corrupt) sewer project that started more than two decades ago. This \$4 billion bankruptcy filing dwarfs the \$1.7 billion Orange County, CA filing in the 90s...[Read more.](#)

11/10

[Groupon: The Best of IPOs, the Worst of IPOs](#)

Bloomberg Businessweek

Groupon's recent IPO is continuing to cause a stir. The company's shares gained 31% on November 4 (IPO day) and then dropped 8% over the next three days, causing tongues to wag on both sides of the debate. An A-list of Silicon Valley, Wall Street and Chicago executives weigh in...[Read more.](#)

11/09

[Survey Finds Half of Middle Market Executives Actively Engaged in M&A](#)

Business Wire

Due to historically low asset prices and strong balance sheets, half of all middle market executives describe themselves as "active" in M&A activity. However, when asked about their firms' top priorities, 60% reported "organic growth" and 53% said cost-cutting were the top focuses at their organizations...[Read more.](#)

11/07

[Fewer Banks Eased Standards on C&I Loans in Q3](#)

The Federal Reserve Board

The newly released October Senior Loan Officer Opinion Survey finds that fewer domestic banks eased standards and terms on C&I loans over Q3 compared with recent quarters. Additionally, about a quarter of foreign respondents tightened lending standards for C&I loans...[Read more.](#)

11/04

[What's the Secret to Economic Growth? We Just Don't Know](#)

Bloomberg Businessweek

November 2 saw Chairman Bernanke predicting that the U.S. economy will grow 2.5-2.9% in 2012. Only a few months ago he was predicting a growth rate of 3.3-3.7% next year. Just a few months prior to that, Bernanke predicted 2012 growth of 3.5-4.2%. All of these contradictory predictions leave Americans believing that not only does the country continue to experience slow growth, but that economists have little success in predicting it...[Read more.](#)

11/02

[Suit Claims Foley & Lardner Helped Perpetuate \\$500 Million Ponzi Scheme](#)

The AmLaw Daily

A trustee in the Chapter 11 case of DBSI Inc. (a real estate investment company) sued Foley & Lardner this week, with the claim that the firm played a role in perpetuating a \$500 million Ponzi scheme. The suit alleges that Foley attorneys worked with DBSI principals since 2004 to create fraudulent investment and tax structures to attract new investors before the fund collapsed in 2008...[Read more.](#)

INTERESTING DATA

1.7 billion

The number of cups of coffee consumed every day worldwide. In addition to nearly 2 billion cups of coffee, 1.6 billion cans of the leading cola are consumed daily.

Source: [PR Daily](#)

919 gallons

The amount of water consumed by a typical pair of blue jeans during its lifecycle – enough to fill 15 spa-size bathtubs. That water usage adds up from all stages of production and wear: irrigating the cotton crop, stitching the jeans and home washes.

Source: [The New York Times](#)

Martin Van Buren

The only U.S. president for whom English was not his first language. Van Buren grew up speaking Dutch in Kinderhook, NY.

Source: [Foreign Policy](#)

1 per second

The rate of new users signing up for LinkedIn worldwide. The social site, started in 2003, now has a presence in more than 200 countries.

Source: [PR Daily](#)

\$0.86

The amount women earn for every dollar earned by a man in today's workforce. Even though women comprise 49% of the workforce, they represent 59% of low wage workers.

Source: [HR Communication News](#)

Slovenia

The nation with the least income inequality in the world. Other top "equal" countries are the Slovak Republic, Czech Republic, Sweden and Ukraine. The U.S. has an equality score of 43.2 out of 100 (0 being totally equal and 100 being totally unequal).

Slovenia's score is 23.1.

Source: [BGR.com](#)

Software Developer

The best job for fast growth, with a ten-year growth rate of 32%. Other jobs with exceptionally high growth rates are physical therapist, financial adviser, civil engineer and marketing specialist.
Source: [CNN Money](#)

\$2.45

The average price of an espresso-based drink (in 2011). The average price for brewed coffee is \$1.38.
Source: [EImportz.com](#)

Clinical Psychology

The college major with the highest unemployment rate (19.5%). Also likely to join the ranks of the unemployed are those who majored in fine arts (16.2%), U.S. history (15.1%), library science (15%) and educational psychology (10.9%).
Source: [MarketWatch](#)

\$230,000

The amount more money an attractive person may earn over a lifetime due to his or her looks. On average, attractive people earn 10-15% more than their unattractive coworkers.
Source: [PR Daily](#)

\$50,000

The bonus amount offered by a Charleston, SC consulting firm to any employee who remains with the organization for 5 years. The \$50,000 bonus grows as employees' tenure does. If one stays with the company 25 years, he will receive a \$250,000 bonus.
Source: [CNN Money](#)

Washington, D.C.

The most "shopaholic" city in the U.S. Washington residents spend an average of \$265 per month on shoes, clothes and "other wear." The second and third most shopaholic cities are Arlington, Va. and Nashville, Tenn.
Source: [The Street](#)

\$8.06

The cost of a Big Mac (in U.S. dollars) in Norway, making it the most expensive Big Mac in the world. The least expensive is sold in the Ukraine and costs only \$1.80 (USD). Another fun McDonald's fact: the fast food giant offers a delivery service in 18 countries; three of those countries' McDonald's even offer 24-hour deliveries!
Source: [Huffington Post](#)

\$43.1 Billion

The amount of the narrowed trade deficit of the U.S., shrinking unexpectedly by 4% in September. The country saw a record high of exports, resulting in this smaller deficit.
Source: [Bloomberg](#)

CLOSING THOUGHTS

The holidays are here! Whatever you may celebrate, I hope the season is a joyful one! If you need more reasons for celebration, here's one: the Commerce Department has just reported that a record number of U.S. exports has shrunk the trade deficit by [4% in September](#). We're still at a \$43.1 billion deficit, but hopefully the country's moving in the right direction.



Donna Hinrichs
Regional Market
Manager

Another cause for celebration: the kickoff of the BCS bowl games is quickly approaching! For those who haven't participated before, Amerisource holds an annual College Football Challenge and top prize is \$1,000. Regardless of what degree you follow college football, the competition is a good time for all who participate. We encourage you to register for the challenge [here](#).

And who is not in the mood to make merry when hearing the big priority for the Small Business Administration is [increasing the number of jobs?](#) With half of the country's workforce already employed by small businesses, the SBA could finally see a decrease in the [unemployment numbers](#) with this initiative.

At Amerisource, one of our goals is to give you another reason to live it up: our referral partner program. We couldn't do what we do without your referrals, and we do what we can to make sure you know how much you're appreciated! Thank you for thinking of Amerisource, and please don't hesitate to give us a call when you come across a business that we can help.

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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