



THE SOURCE

September 2011



Financing America's Fastest Growing Companies™

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NEW CLIENT HIGHLIGHTS

Amerisource is pleased to announce it closed and funded **18 new client relationships in July and August 2011**. This brings year-to-date total new funded commitments to just over \$40 million. We've highlighted two of these new clients on the next page.



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Distributor
in California

has completed a

\$750,000
A/R Finance Facility

with



REFERRAL SOURCE

- Company's consultant

SITUATION

- Distributor of organic fruit snacks; in business since 2007
- Company growing quickly and needed additional working capital to sustain continued growth
- Company had a bank line, and its bank was willing to release A/R to Amerisource in order to help finance the Company's growth

APPROVAL PERIOD

- 5 business days; additional 19 days to fund

RESULT

The additional funding Amerisource provided, combined with its existing bank financing, allowed this Company to obtain more inventory, take advantage of supplier discounts and grow its business.



Fabric Manufacturer
in North Carolina

has completed a

\$300,000
A/R Finance Facility

with



REFERRAL SOURCE

- Company's banker

SITUATION

- Manufacturer of fabric and throws; in business since 2004
- Company's bank financed the purchase of the Company from the previous owner
- Company had no available working capital for growth

APPROVAL PERIOD

- 3 business days; additional 7 days to fund

RESULT

Amerisource and the Company's bank worked together to reach an agreement allowing Amerisource to provide much-needed working capital to this manufacturer.

Awards and Recognition



3-Time Winner



Top Private Companies
5-Time Winner



Southwestern Bell

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

09/20

[Community Banks Seek Moratorium on Big Bank Mergers](#)

Independent Community Bankers of America

During a Federal Reserve hearing, senior VP of the ICBA said that the association has concerns with the continued concentration of bank assets and its effects on bank competition, communities and consumers. His concerns were voiced during a hearing about the acquisition of ING Direct USA by Capital One Financial...[Read more.](#)

09/08

[Megabanks Growing Even More Dominant](#)

MSNBC

The American banking sector will likely be much different when it emerges from the financial crisis it has been mired with for the past three years. It will be much smaller and the larger banks will be even more dominant. From December 2007 to June 2011, we saw a 12% decline in banks. Of the more than 1,000 banks that disappeared, 370 failed...[Read more.](#)

09/06

[Study Shows Most Small Businesses Would Like to Hire in Next Six Months; Hindered by Uncertainty, Capital and Regulations](#)

Yahoo! Finance

Nearly half of small businesses say they will hire in the next six months, compared to 38% who say they have no plans to hire and 21% who don't know in a poll of more than 7,500 businesses with revenues under \$5 million. The top three reported issues those small businesses face today are economic uncertainty, access to capital and government regulations/taxes...[Read more.](#)

09/02

[Credit Managers' Index Falls to Lowest Level Since 2008-2009](#)

National Association of Credit Management

The Credit Managers' Index (CMI) for August fell to 52.7 from July's 53.9. While not good news, the positive is that the number has not fallen below 50, which indicates contraction...[Read more.](#)

08/25

[Study: 80 Percent of Lawmakers Lack Academic Background in Business, Economics](#)

Fox News

Perhaps the reason the U.S. is having difficulty emerging from the recession is the fact that only one in five members of Congress has an academic background in business or economics. A study by the Employment Policies Institute found that 55.5% majored in a government-related field or humanities, 8% majored in economics and close to 14% studied business or accounting...[Read more.](#)

08/27

[Delinquent Debt Rises for Very Small, Largest Businesses](#)

Experian

A look at the second quarter of 2011 shows the amount of delinquent debt has increased significantly among the largest and smallest businesses in the country. Companies with more than 1,000 employees had the largest shift in percentage of dollars delinquent (11.6% in June 2010 to 18.2% in June 2011), and companies with one to four employees had the greatest shift in percentage of dollars considered severely delinquent (9.9% in June 2010 to 11.7% in June 2011)...[Read more.](#)

08/22

[The Effects of Overdraft Fee Regulations: One Year Later](#)

Independent Bankers Association of Texas

One year after the Reg E opt-in requirement on overdraft fees for electronic transactions, it appears that community banks are financially affected more than the rest of the industry. According to the FDIC, Q1 service fee revenue on deposit accounts dropped 12.3%...[Read more.](#)

08/22

[U.S. Economy is "On the Precipice" of Recession, Rosenberg Says: Tom Keene](#)

Bloomberg

Economist David Rosenberg says that the U.S. economy is "one giant soft patch" on the verge of a recession. Rosenberg went on to say that consumer spending (which accounts for about 70% of the total economy) was the "weakest link." He went on to predict an economic contraction between now and winter 2011...[Read more.](#)

08/21

[List of Biggest Fed Borrowers During Financial Crisis](#)

Bloomberg

A list of the Fed's biggest borrowers (by peak amount) during the financial crisis has been released and it includes companies such as Morgan Stanley (\$107.3 billion), Citigroup (\$99.5 billion), Bank of America (\$91.4 billion), Royal Bank of Scotland (\$84.5 billion) and State Street Corporation (\$77.8 billion)...[Read more.](#)

08/17

[Treasury Announces Funds to Spur \\$3.6B in Small Business Lending](#)

U.S. Department of the Treasury

Under the Small Business Jobs Act, 11 states and Washington, D.C. can now access a total of \$360 million in State Small Business Credit Initiative (SSBCI) funds to create new private sector jobs and spur more than \$3.6 billion in additional small-business lending...[Read more.](#)

INTERESTING DATA

\$2.3 billion

The amount UBS lost due to unauthorized trading by an individual "rogue trader." Initial estimates from Switzerland's largest bank put the figure at \$2 billion, but it has since been revised. A 31-year-old trader has been charged with fraud and false accounting.

Source: [Bloomberg](#)

Semiconductor Processor

One of five middle class professions that is expected to be dramatically reduced (a projected 32% decline) by the year 2018. Other professions expected to experience a similar decline are mail sorters, wellhead pumpers, fabric and apparel patternmakers and desktop publishers.

Source: [Investing Answers](#)

112

The average number of business emails a person sends and receives in a single day, resulting in more than 300 billion emails sent worldwide every day and approximately 90 trillion emails sent worldwide every year.

Source: [Ragan's PR Daily](#)

3 years, 2 months and 1 day

The amount of time it took between the first tweet and the billionth tweet.

Source: [Ragan's PR Daily](#)

"Barbie Girl"

The worst song of the 90s according to *Rolling Stone* readers. Also on the list: "Macarena," "Achy Breaky Heart," "Ice Ice Baby" and "Tubthumping."

Source: [Rolling Stone](#)

Fried ice cream burger

Ranked the #1 most interesting new fair food of 2011, the fried ice cream burger (with cheese and bacon) can be found at the Florida State Fair. Other notable new fair food options are: chocolate covered jalapeno poppers (Minnesota), deep fried Kool-Aid (San Diego County) and the chocolate covered corn dog (Orange County).

Source: [EndlessSimmer.com](#)

Domino's Pizza

The first restaurant with plans to build a location on the moon, according to an announcement from the chain's Japanese executives.

Source: [Discovery News](#)

Fort Collins, Colorado

The city with the safest drivers in America for the second consecutive year. The average Fort Collins driver is involved in a collision once every 14 years, which is nearly 30% less often than the national average of ten years.

Source: [MarketWatch](#)

Idaho

The state with the slowest Internet speed in the U.S., with an average download speed of 318 KB per second. Compare to Rhode Island, the state with the highest Internet speed (894 KB per second) – it would take a Rhode Islander 3.36 seconds to download a standard music file and an Idahoan 9.42 seconds to download the same file.

Source: [24/7 Wall Street](#)

W2202XA

The new federally-mandated medical insurance code for an injury that has occurred through "walking into a lamppost, initial encounter."

It is one of 140,000 such codes which also encompass dangers of encounters with turtles, macaws and knitting needles.

Source: [The Wall Street Journal](#)

\$1 billion

The estimated amount cybercrooks are stealing from small and mid-sized businesses in the U.S. and Europe every year. Much of this theft comes from overseas gangs hacking into small commercial accounts at community banks. By contrast, conventional bank heists stole \$43 million last year.

Source: [Bloomberg Businessweek](#)

627,600

The estimated number of seasonal workers who will be added from October – December this year, making 2011 the same as or slightly worse for seasonal workers than 2010.

Source: [Fox Business](#)

CLOSING THOUGHTS

I've always loved history. I find it fascinating. I thought I'd share some interesting chronological moments in "September" history in case there are any other history buffs out there:

- [September 3](#), 1783 – the Treaty of Paris was signed, ending the American Revolutionary War.
- [September 22](#), 1862 – President Lincoln issued his preliminary Emancipation Proclamation.
- [September 20](#), 1873 – the NYSE was forced to close for the first time in its history as a result of a banking crisis during the Financial Panic of 1873.
- [September 19](#), 1893 – New Zealand became the first country to grant women the right to vote.
- [September 1](#), 1939 – Hitler invaded Poland, starting WWII in Europe.
- [September 14](#), 1960 – OPEC was formed.
- [September 8](#), 1974 – Richard Nixon pardoned by President Ford.
- [September 11](#), 2001 – terrorist attacks on the World Trade Center and Pentagon.

September 2011 has proven a little less exciting (with the exception of the start of football season of course).

You may have heard about the so-called "twist" the Fed recently put on the U.S. economy, selling off short term securities and buying long term securities. More experimentation with ways

to ease monetary policy. Unfortunately, the markets weren't excited about "the twist" and promptly plunged [2.5%](#) after the policy change.

But if you think our problems are big here in the U.S., consider this...Bloomberg recently reported that Greece has a [98% chance of default](#) in the next five years, painting a bleak picture for the country and the European Union.



Michael Monk
Managing Director

However, there is plenty to look forward to during the remainder of 2011. Football season is here! Baseball playoffs are here! And the 2012 presidential race continues to percolate. Even though the leaves are just starting to fall, Halloween, Thanksgiving, the Christmas season and end of the year will be here before we know it. So as we enter the fourth quarter, I hope you'll keep Amerisource in mind. Our mission is to help growing businesses, and we've provided over \$3 billion in financing to more than 1,500 growth-oriented clients. We've been doing so since 1984, and we look forward to the next 28 years. If you know of a business that could benefit from our services, give us a call!

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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