

THE SOURCE

May / June 2012

ameriSOURCE
Freedom to Grow



Financing America's Fastest Growing Companies™

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NEW CLIENT HIGHLIGHTS

Amerisource is pleased to announce it closed and funded **11 new client relationships in March and April 2012**, contributing to total new funded commitments of just over \$16 million. We've highlighted two of these new clients below.

\$300,000
A/R Finance Facility



**Oilfield Services
Provider**

Texas
April 2012

REFERRAL SOURCE

- Company's consultant

SITUATION

- Provider of oilfield services including transportation, welding and fabrication; in business since 2008.
- Company experiencing rapid growth over the past two years, relating significantly to Eagle Ford Shale activity.
- Company funded by a bank line of credit, but needed more working capital than the bank was able to provide.

APPROVAL PERIOD

- 2 business days; additional 9 days to fund.

RESULT

As a result of the additional working capital from Amerisource, this Company has expanded its capacity and is on track for another year of record growth!



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Awards and Recognition

Inc. | Inc.
500 | 500

3-Time Winner

HOUSTON
CHRONICLE

Top Private Companies
6-Time Winner



Southwestern Bell

\$100,000
A/R Finance Facility



North Carolina
April 2012

REFERRAL SOURCE

- Company's banker

SITUATION

- Employment agency with a focus on technology jobs; in business since 2005.
- Company had outgrown its bank line of credit and needed additional financing for growth.
- Bank happy with the relationship, but was unable to increase the existing line of credit.

APPROVAL PERIOD

- 4 business days; additional 4 days to fund.

RESULT

With experienced owners and a solid client base, this Company was on a path of sustained growth and just needed access to additional capital. The Company's banker referred the owners to Amerisource to supplement the Company's bank line of credit. With the additional capital, the Company can now continue its expansion plans.

Special Award for Jobs Creation
3-Time Winner



2-Time Winner



4-Time Winner



3-Time Winner



BBB
Rating:
A+

as of 6/29/2012

[Click for Review](#)

MONTHLY NEWS RECAP & HIGHLIGHTS

Business and Industry News

06/13

[Dimon Fires Back at "Complex" System in U.S. Senate Grilling](#)

Bloomberg

JPMorgan Chase CEO Jamie Dimon spent more than two hours before the Senate Banking Committee in which he discussed the complexities of the federal regulatory system, the company's \$2 billion loss and the Volcker rule...[Read more.](#)

06/11

[Fed Says U.S. Wealth Fell 38.8% in 2007-2012 on Housing](#)

Bloomberg

The financial crisis erased 18 years of gains for the median U.S. household net worth with a nearly 40 percent drop from 2007 to 2010. The plunge was led by the collapse in home prices. In 2007, median net worth was \$126,400 and three years later it sat at \$77,300, the lowest since 1992...[Read more.](#)

06/11

[American Airlines CEO Says Labor Talks Are Biggest Impediment to Bankruptcy Exit](#)

Fort Worth Star-Telegram

American Airlines struggles to restructure union contracts to save \$1.25 billion in annual labor spending. The negotiations are key to the airline exiting bankruptcy near the end of the year, as was stated as the time line goal. Also looming are talks of a takeover by US Airways...[Read more.](#)

[CEOs Losing Optimism as Job Slowdown Imperils U.S. Growth](#)

Bloomberg

CEOs continue to be concerned about the health of the U.S. economy. Adding to their sources of worry are the financial crisis in Europe and the upcoming U.S. presidential election. With so many uncertainties, some predict that hiring will continue to slow...[Read more.](#)

06/07

[U.S. Rating Faces 2013 Cut if No Credible Plan: Fitch](#)

Reuters

If the U.S. government cannot create a "credible" fiscal consolidation plan, Fitch once again warns that it will cut its sovereign credit rating for the nation. Fitch also said it would immediately cut the credit ratings on Cyprus, Ireland, Italy, Spain and Portugal if Greece exits the euro zone...[Read more.](#)

06/01

[Small Business Lending Shrinks as Owners Grow Cautious](#)

CNBC

A recent PayNet study shows that lending fell two percent in April after a three percent drop just the month before. Another recent study found that hiring by the smallest businesses (those with fewer than 50 employees) slowed in May, showing that business owners are reluctant to expand in an uncertain economy....[Read more.](#)

05/30

[GE to Pay \\$19 Million for Petters' Victims](#)

Star Tribune

GE has agreed to repay \$19 million in interest and principal it received from a \$3.65 billion Ponzi scheme organized by Tom Petters. This settlement is the largest to date in a series of lawsuits filed by those who did business with Petters. So far, more than \$284 million in assets have been collected...[Read more.](#)

05/23

[Restrictive Financing Environment Is Stunting Business Growth and Hiring; Small Businesses Resort to Personal Assets to Support Business](#)

Yahoo! Finance

A recent study shows that the current business financing environment is restricting growth opportunity and the ability to hire new employees, especially in small businesses. The study, conducted by Pepperdine University and Dun & Bradstreet Credibility Corp., found that 64 percent of businesses with revenues under \$5 million find that difficulty in securing financing is limiting their growth potential...[Read more.](#)

05/17

[Fitch Warns Banks Must Raise \\$566 Billion in New Capital](#)

DealBook - The New York Times

The world's largest banks must raise a combined \$566 billion to satisfy new capital requirements in order to have enough cash in reserve to protect against future financial shocks. This figure is a 23 percent increase in what banks currently hold in reserve and affects 29 "systematically important financial institutions" designated by the global Financial Stability Board...[Read more.](#)

05/16

[JP Morgan Hedge Exposed the Bank to More Risk](#)

CFO

JP Morgan's \$2 billion trading loss stemmed from fundamental mistakes by risk managers, according to experts. Probes by both the Justice Department and Securities and Exchange Commission shone a spotlight on the bank and forced credit-rating firms to issue negative outlooks...[Read more.](#)

05/11

[Three Former Financial Services Executives Convicted for Roles in Conspiracies Involving Investment Contracts for the Proceeds of Municipal Bonds](#)

U.S. Department of Justice

A federal jury convicted three former financial services executives for their participation in conspiracies related to bidding for contracts for the investment of municipal bond proceeds. All three were former executives of General Electric Co. affiliates...[Read more.](#)

05/02

[Lenders Predict Private Equity Regulation in Phoenix Survey](#)

MarketWatch

More than half of surveyed lenders believe that private equity regulation will occur regardless of the outcome of the 2012 presidential race and economic climate. Twenty eight percent of lenders believe that the attention to private equity lenders is being exacerbated by the presidential race and will subside over time...[Read more.](#)

INTERESTING DATA

1+ billion

The number of Google searches performed daily, worldwide. Those searches are performed by the global on-line population of 2,095,006,005, or 30% of the world's population.

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

2

The number of new users LinkedIn gains every second. In all, LinkedIn has 161 million users in more than 200 countries and communities.

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

67,000

The seasonally adjusted increased number of teenagers (16-19 years old) with jobs according to May's job report. Last month's increase is the largest since 1999.

Source: [CNN Money](#)

\$20 billion

The annual revenue of the U.S. weight-loss industry, including diet books, diet drugs and weight-loss surgeries.

Source: [ABC News](#)

346

The number of homes destroyed so far in the Colorado Springs wildfires. More than 36,000 residents have been displaced.

Source: [CNN](#)

24%

The percentage of surveyed private company CFOs who have excess cash on hand but are hesitant to use it. Last quarter only 20% of CFOs felt that way. Of those surveyed, only 12% said they would actually use the cash.

Source: [CFO](#)

\$1.6 million

The prize money paid to this year's French Open winner, Spain's Rafael Nadal.

Source: [Forbes](#)

340 undecillion

(aka 340 trillion trillion trillion)

The number of unique Internet addresses (IP addresses) now in existence. It is predicted that by 2016 there will be three networked devices per person on earth; things like washing machines, wristwatches and cars will have them too.

Source: [CNN Money](#)

1968

The year McDonald's introduced their famous Big Mac. Ever popular, Big Mac sales rose 10% in 2011.

Source: [The New York Times](#)

90%

The percentage of surveyed recruiters who ignore cover letters. 97% of recruiters reportedly make a decision to interview a candidate based solely on the resume.

Source: [Fortune](#)

\$156,000

The selling price of 11 of the world's oldest bottles of champagne. The bottles were found in the remains of a shipwreck after 170 years at the bottom of the Baltic.

Source: [Bloomberg](#)

Tokyo

The world's most expensive city for expatriates. Average movie ticket price in the city is \$22 and average cost for a pair of jeans is nearly \$150. Last year's most expensive city was Luanda, Angola.

Source: [CNN Money](#)

Scarsdale Union Free School District, NY

Ranked the wealthiest school district in the country with a median household income of \$238,000 and a \$26,742 expenditure per student.

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

\$77,300

The median net worth in 2012, the lowest median net worth since 1992. In 2007 the median net worth was \$126,400.

Source: [Businessweek](#)

CLOSING THOUGHTS

The heat is on! Already making headlines this summer is the extreme weather with record-breaking high temperatures and some of the most severe wild fires the west has seen in a decade. Also heating up, slightly, is the U.S. [housing market](#). Home prices rose for the first time in nearly seven months according to a report this week, with average home prices increasing 1.3% in April in 20 major markets in April. That positive news has had a positive impact on U.S. equity markets, although it is [predicted](#) that concerns about Europe will keep the stock market from making significant gains.

The U.S. Supreme Court has upheld major provisions of the health care laws guided by President Obama formally known as the 2010 Patient Protection and Affordable Care Act, with [Chief Justice Roberts](#) as the deciding factor. The reaction to the court's ruling has been swift with Obama declaring victory and Mitt Romney's campaign raising [\\$4.6 million](#) online. The Supreme Court has also just issued a ruling on the controversial Arizona immigration law, and both major political parties are considering the ruling a [victory](#). The court upheld a key provision of the law that requires state or local officials to check the immigration status of residents they've detained if "reasonable suspicion" exists that they are in the U.S. illegally. However, three other provisions aimed at illegal immigrants were struck down. In any event, the November 2012 elections will be interesting to watch to say the least!

Of course, there is a lot to look forward to this summer. Independence Day is right around the corner and the Opening Ceremony of the London 2012 Olympic Games is July 27. This summer at Amerisource we're continuing to be one of the most active lenders in the country, which we could not be without your trust and client referrals. Thank you for working with us. We appreciate our relationship with you!



Jan Ziegler
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.

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Have questions or comments? Contact the [editor](#) at 713 863 8300 x 246.