

# THE SOURCE

Sep / Oct 2012

**ameriSOURCE**  
Freedom to Grow



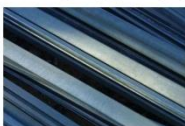
Financing America's Fastest Growing Companies™

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## NEW CLIENT HIGHLIGHTS

Amerisource is pleased to announce it closed and funded **13 new client relationships in July and August 2012**, contributing to total new funded commitments of nearly \$25 million. We've highlighted two of these new clients below.

**\$750,000**  
A/R Finance Facility



**Containerboard  
Distributor**

Illinois  
July 2012

### REFERRAL SOURCE

- Company's banker

### SITUATION

- Containerboard distributor; in business since 1995.
- With several new customers the Company's \$250,000 bank line of credit was too small.
- The Company's banker referred them to Amerisource for a larger line of credit.

### APPROVAL PERIOD

- 3 business days; additional 2 days to fund.

### RESULT

With Amerisource's assistance, this Company has been able to take advantage of significant growth opportunities.



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### Awards and Recognition



3-Time Winner



Top Private Companies  
6-Time Winner

**\$300,000**  
A/R Finance Facility



**Transportation  
Company**  
North Carolina  
August 2012

#### REFERRAL SOURCE

- Company's banker

#### SITUATION

- Trucking company; in business since 1975.
- Family-owned business with strong cash flow in need of additional working capital for growth.
- Without additional capital, Company would not be able to take advantage of a significant growth opportunity.

#### APPROVAL PERIOD

- 2 business days; additional 4 days to fund.

#### RESULT

Amerisource's flexibility has allowed this Company the ***Freedom to Grow!***<sup>®</sup> Now the Company has the working capital needed to pursue additional growth opportunities.



Southwestern Bell  
Special Award for Jobs  
Creation  
3-Time Winner



2-Time Winner



4-Time Winner



3-Time Winner



BBB  
Rating:  
**A+**  
as of  
10/31/2012  
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## MONTHLY NEWS RECAP & HIGHLIGHTS

### Business and Industry News

**10/13**

[Questions From a Bailout Eyewitness](#)

*The New York Times*

Former FDIC chairwoman Sheila Bair's new book grants readers unprecedented access to what she saw during the bank rescues from 2008-2011. From an "ambush" by the Fed and the Treasury to examples on how she would have handled things differently, Ms. Bair holds no punches...[Read more.](#)

**10/10**

[When Banks Won't Touch Your Company](#)

*CFO*

Although commercial bank lending is on the rise, there are still many companies (and industries) that just aren't bankable. The situation for those companies and industries could get worse over the next few years because parts of the new Basel III rules may force banks to become even more selective with their capital commitments...[Read more.](#)

### [No Joy on Wall Street as Biggest Banks Earn \\$63 Billion](#)

*Bloomberg*

The six largest U.S. lenders earned a combined \$63 billion in profit over the four quarters ending in June 2012, which is more than they earned in any calendar year since the 2006 peak. The earnings figures are in stark contrast to the U.S. unemployment rate, which has remained above 8% for 43 months...[Read more.](#)

**09/13**

### [Fed Undertakes QE3 with \\$40 Billion Monthly MBS Purchases](#)

*Bloomberg*

The Fed will expand its holdings of long-term securities with open-ended purchases of \$40 billion of mortgage debt a month during the third round of quantitative easing intended to boost growth and reduce unemployment. The announcement caused stocks to jump and renewed Republican backlash...[Read more.](#)

**09/12**

### [Report Outlines Small Businesses' Credit Woes and Possible Solutions](#)

*R Street*

Although small business owners create a majority of new jobs, they continue to struggle to create those jobs due to a lack of access to credit. Proposals currently on the table in Congress would allow credit unions to lend as much as 27.5% of their assets (an increase from 12.25%) and would free up \$13 billion in capital and could create 140,000 jobs....[Read more.](#)

**09/12**

### [TARP Squeeze Threatens Business Lending](#)

*Small Business Trends*

The U.S. Department of the Treasury is wrapping up the controversial Troubled Asset Relief Program but critics worry that the end of the program may unintentionally threaten small business lending...[Read more.](#)

**09/11**

### [Whistleblower Gets \\$104 Million](#)

*The Wall Street Journal*

The former UBS AG banker who helped the U.S. government crack down on tax evasion was awarded \$104 million. Bradley Birkenfeld began cooperating with authorities in 2007 while at UBS and provided prosecutors with detailed descriptions of the bank's efforts to promote tax evasion. Since 2009 more than 33,000 U.S. taxpayers have confessed to holding undeclared overseas accounts and paid more than \$5 billion in taxes and penalties...[Read more.](#)

**09/06**

### [Are the Big Banks Keeping Their Commitment to Small Businesses?](#)

*The New York Times*

A year after 13 of the nation's largest banks pledged to increase small-business lending by \$20 billion over the next three years, investigations proved that the definition of that pledge are somewhat unclear. While each bank is committed to achieving their pledge, each institution is different and there is no universal formula for tracking their commitments...[Read more.](#)

**09/04**

### [PayNet: July Small Business Lending Signal Caution](#)

*Monitor Daily*

Early stages of financial stress are emerging across all businesses. Rising financial hardship for small businesses means a higher probability of a sharp decline for the U.S. economy. Moderate loan delinquencies (30 days or more past due) rose four basis points in July, the first rise in loan delinquencies since January 2010...[Read more.](#)

**08/23**

### [Global Oil & Gas Capital Expenditure Breaks \\$1 Trillion Barrier](#)

*GlobalData*

Due to increased activity in the exploration and production sector, oil and gas capital expenditure will rise to \$1,039 billion for 2012, an increase of 13.4% this year over the 2011 total of \$916 billion...[Read more.](#)

**08/23**

### [Global Economic Optimism Hits Low Among U.S. and Europe CFOs as Uncertainty Looms](#)

*Reuters*

CFOs are reporting significant declines in optimism toward their businesses and the global economy. Despite uncertainty and predictions of a prolonged recovery beginning in 2014, CFOs reveal that their companies are continuing with plans to hire...[Read more.](#)

## INTERESTING DATA

**28%**

The percentage of work time the average knowledge worker spends managing email. If you have a 50 hour workweek that equates to 14 hours in your inbox.

Source: [Fortune](#)

**\$79.82**

The cost to the average U.S. household for Halloween supplies this year, a 10% increase from spending on the holiday last year.

Source: [MarketWatch](#)

**4.9%**

The salary increase workers in the mining, oil and gas exploration industry have seen over the past 12 months. That increase helped push the average U.S. worker's paycheck up by 3% over the same period.

Source: [CNN Money](#).

### Columbus, Ohio

Ranked the United States' best city for working mothers in 2012. Last year's winner, Buffalo, New York comes in at #9 this year.

Source: [Forbes](#)

**833.9 mph**

The speed Felix Baumgartner reached during his 4 minute freefall from the edge of space, breaking the speed of sound at Mach 1.24.

Source: [USA Today](#)

**413,700**

The number of seasonal workers U.S. retailers say they are planning to hire in 2012. Even better for the economy, the number of temporary jobs that are expected to become permanent positions may reach pre-recession levels.

Source: [Fortune](#)

### University of Chicago

The U.S. institution with the most Nobel laureates; this university counts 87 honorees.

Source: [MarketWatch](#)

**\$0.46**

The new price of a first-class stamp starting January 27. A postcard stamp will also rise one cent to \$0.33. Overall, pricing for mailing and shipping services will increase by 4% and priority mail prices will rise 6.3%.

Source: [CNN Money](#)

**40%**

The percentage of U.S. teens who own an iPhone, up from 34% in spring 2012 and 23% in fall 2011. 62% of teens planned to buy the iPhone as their next phone.

Source: [Fortune](#)

**2.1%**

The drop in used car prices at the wholesale level due to the sustained rise in new-car sales. The biggest price reductions were seen in midsize and large crossovers (-5.1%), luxury cars (-5.9%) and midsize SUVs (-11.2%).

Source: [USA Today](#)

**1.7%**

The rise in shipments of major household appliances in September 2012. Shipments of washers, dishwashers, refrigerators, freezers, ranges and ovens rose to 3.8 million units from 3.73 million the previous year.

Source: [Fox Business](#)

**349 million**

The estimated number of PC shipments in 2012, a decline of 1.2% from last year. If correct, 2012 will be the first time in 11 years that PC shipments fell.

Source: [CNN Money](#)

### Anthropology

The college major ranked worst for a career in 2012. With a 10.5% recent graduate unemployment rate and a \$28,000 median salary for recent graduates, the likelihood an anthropology major will work in retail is 2.1 times the average.

Source: [Kiplinger](#)

### Professionalism

The top trait employers say they are looking for in new hires. 86% of employers report this trait as important, followed by high-energy (78%) and confidence (61%).

Source: [Forbes](#)

## MARKET MANAGER SPOTLIGHT

As the newest Market Manager to join the Amerisource team, I'd like to introduce myself. I live and work in the Nashville area and primarily serve Amerisource's Midsouth region (Alabama, Arkansas, Kentucky, Mississippi and Tennessee). My background is in finance with an emphasis on transportation. I've been involved in those two worlds for over 15 years now.

To me, what sets Amerisource apart from other organizations is the company's commitment to the community, including clients, referral partners, employees and charitable organizations. Those values resonate with my own and can be widely seen throughout interactions with the company and staff.

Before joining Amerisource, I worked as a Business Development Officer for an organization specializing in transportation finance. Prior to starting my career in finance and transportation, I spent six years coaching prep and collegiate football teams. This early career came about after I played Defensive End for Washington State in my college years. I love football so much that I even have my own football team at home in the form of my kids, all eight of them. While they aren't as invested in football as I once was, they are becoming fantastic athletes in their own right - my three oldest girls are all terrific basketball players.



Ivan Cook  
*Regional Market Manager*

Now that you know a little more about me, I want to remind you that we have offices throughout the country and are currently working with clients in 47 states. If you run across a client in need of working capital, feel free to give me or your [Regional Market Manager](#) a call and we'll see how 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.

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