

THE SOURCE

August / September 2013



Financing America's Fastest Growing Companies™

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NEW CLIENT HIGHLIGHTS

Amerisource is pleased to announce it closed and funded **38 new client relationships through the 2nd quarter of 2013**, with total new funded commitments of more than **\$31 million**. Approximately \$15 million of these new fundings were originated by its ABL division, *Amerisource Business Capital*, with the remaining \$16 million originating from its factoring division, *Amerisource Funding*. We've highlighted two of these new clients below.

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



IT & Administrative Staffing Agency

**Texas
May 2013**

REFERRAL SOURCE

- Company's banker

SITUATION

- IT, finance and administrative staffing agency; in business since 2003.
- Company growing, but could not get bank to increase line of credit.
- Company's banker brought in Amerisource as the financial solution.

APPROVAL PERIOD

- 2 business days; additional 10 days to fund.

RESULT

This Company's bank moved up minimum borrowing requirements, and although the Company was growing, it was still below the bank's new minimums. The Company's banker brought in Amerisource to provide replacement financing. Amerisource was able to approve an increased advance rate, so the Company now has access to even greater working capital. Was a true win-win-win for all parties.



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\$500,000
A/R Finance Facility



**Electronics
Components
Distributor**

**Texas
June 2013**

REFERRAL SOURCE

- Company's consultant.

SITUATION

- Distributor of electronic components; in business since 2011.
- Company was factoring its receivables through a very high-cost lender.
- Company's factor/lender was also too small to accommodate the growing working capital needs.

APPROVAL PERIOD

- 1 business day; additional 3 days to fund.

RESULT

The Company's consultant brought in Amerisource to provide an increased line of credit at a lower cost than the Company's previous factor/lender. Amerisource delivered! Now the Company has a true "floating" line of credit to accommodate sales growth, and the Company's financing costs were lowered nearly 40%. Now that's **Freedom to Grow@!**

Awards and Recognition



3-Time Winner



**BBB
Rating:
A+**

as of 10/4/2013
Click for Review



Top Private Companies
6-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

09/26

[Feds Direct \\$100M in Grants to Help Broke Detroit](#)

Yahoo! Finance

The U.S. government directed more than \$100 million in grants Thursday to help bankrupt Detroit tear down vacant buildings and spur job growth, but the help falls far short of the wider bailout some city leaders had sought...[Read more](#)

09/09

[Obamacare Tax Guide for Businesses](#)

CNN Money

Employer mandate: Starting in 2015, a company with at least 50 full-time or "full-time equivalent" employees -- those who work at least 30 hours a week -- will have to make a "shared responsibility" payment if it:...[Read more](#)

08/27

[Facebook Friends Could Change Your Credit Score](#)

CNN Money

Choose your Facebook friends wisely; they could help you get approved -- or rejected -- for a loan.

A handful of tech startups are using social data to determine the risk of lending to people who have a difficult time accessing credit...[Read more](#)

08/23

[NYSE Said to Void Most Goldman Sachs Erroneous Options Trades](#)

Bloomberg

Most of the trades caused when Goldman Sachs Group Inc. bombarded NYSE Amex Options with erroneous orders have been canceled, a person with direct knowledge of the matter said. The decision by the exchange where most of the transactions occurred...[Read more](#)

08/23

[Big Banks' Legal Tab: \\$66 Billion and Growing](#)

CNN Money

Big banks have spent an estimated \$66 billion on litigation in the past three and a half years, according to SNL Financial. And those numbers are expected to keep swelling, as federal prosecutors and the SEC continue to look at wrongdoings tied to the 2008 financial meltdown...[Read more](#)

08/21

[Small Business Owners More Optimistic as Credit Access Improves](#)

Accounting Today

According to the latest reading of the Wells Fargo/Gallup Small Business Index, small business optimism improved nine points since the second quarter of 2013 and 36 points since the fourth quarter of 2012, to a positive 25. While still below pre-recession levels, the score is the highest it has been in five years...[Read more](#)

INTERESTING DATA

Mercedes-Benz C-Class

The most stolen luxury car; by the National Insurance Crime Bureau. Also, two of its brand stablemates are on the list as well: the E-Class is in fourth place and the S-Class is in 10th place.

Source: [USA Today](#)

4 out of 10

Apple devices' share of online advertising impressions.

Source: [Fortune](#)

3.3 million

The expected number of oil and gas jobs to be created in the United States over the next 7 years (by 2020).

Source: [Fortune](#)

\$32 million

The verdict awarded by a Texas jury against Domino's Pizza over a pizza delivery automobile accident that killed a 65 year-old woman and left her 70 year-old husband with permanent brain injuries. The driver of the delivery vehicle was allegedly speeding and had "worn" tires. Both the driver and the local franchise were found liable.

Source: [Forbes](#)

"Singularly uninspiring." & "Meh Condensed"

Phrases used to describe Yahoo!'s new logo redesign and rollout in September 2013.

Source: [Forbes](#)

\$750 million

The price rapper Jay-Z's shares of the Brooklyn Nets were sold for, which is the second-highest valuation in NBA history. The price is 150% more than Bruce Ratner paid for the NBA team in 2004, and more than double what billionaire Mikhail Prokhorov paid in 2010.

Source: [Forbes](#)

\$55,000

The amount raised so far in September 2013 by Adblock, the ad blocking browser extension to launch a fundraising campaign. The founder Michael Gundlach, posted a [video asking Adblock fans to donate money](#) to "bring Adblock to the world."

Source: [Ad Age](#)

800%

The rise in social media usage for American adults in just 8 years (8% adoption rate in 2005, 72% adoption rate in 2013).

Source: [Forbes](#)

\$279,000

The proposed price for the Terrafugia, the flying car that's currently in production. Meant to compare in the market with super luxury sedans, but ONLY if you have a pilot's license...because it's still considered a plane and not a car. Source: [Mashable](#)

Airline Pilots/Co-Pilots & Flight Engineers

The profession topping the list of "top-paying jobs you can get without a high school diploma", with a median annual income of \$114,200. Other notable professions on the list include subway and street car operators (\$62,730), fashion designers (\$62,860), power distributors and dispatchers (\$71,690), detectives & criminal investigators (\$74,300), nuclear power operators (\$74,990), and elevator installers and repairers (\$76,650). Source: [24/7 Wall Street](#)

The Armadillo

The South Korean two-seater electric car that resembles the animal and "folds up" for easier parking. Can be controlled with your smartphone and will park itself and fold nearly in half. The experimental was created under a project to develop environmentally friendly vehicles for urban spaces. Source: [Reuters](#)

Harlingen, Texas

The most affordable city in the country, with prices for consumer products nearly 19% lower than the national average. Rounding out the top 5 are McAllen, TX, Norman, OK, Ardmore, OK, & Memphis, TN. Source: [Business Insider](#)

2.66 Million

The number of Americans who have given up on job hunting, becoming "permanently" unemployed (and therefore no longer included in the unemployed figures. When factoring in the folks who have given up and are no longer seeking employment, the true "underemployment" rate is 14.3%. Source: [Money News](#)

400 million

The number of Chinese who are unable to speak the national language, Mandarin. And according to Chinese state media, large numbers throughout the rest of the country speak it very poorly. The government has recently launched another push for linguistic unity. Source: [Reuters](#)

Seattle

America's most wired city. The city's greatly increased use of broadband access and wi-fi hot spots helped Seattle clinch the top spot. Source: [Forbes](#)

155.8 million

The number of Americans employed in the United States as of July 2013. And these Americans are the reason behind Labor Day—celebrated on the first Monday in September. Source: [CNN](#)

MARKET MANAGER SPOTLIGHT

I recently joined Amerisource as Regional Market Manager on the West Coast, and I've been very excited about the products, leadership and camaraderie we have as a team. From marketing, to credit, to operations and support – this is one of the most energetic teams I've ever seen! I'm based out of Anaheim Hills, California and primarily cover Southern California, Arizona, New Mexico, Colorado, Wyoming and Montana.

I started my professional career working at a large corporate credit company for 9 years as a Relationship Manager. I helped businesses analyze credit reports to extend credit terms for B2B transactions, provided marketing tools for expansion, and suggested credit and marketing strategies for clients' new customer acquisition goals. This experience led me to the world of finance, as I learned that each of the growing businesses I helped needed the same thing – MONEY. I spent the next 15 years at a banking software company working directly with banks and finance companies to help businesses obtain financing for their working capital needs. My focus was to provide increased cash flow to undercapitalized businesses for expansion needs through accounts receivable financing programs.



Linda Onestinghel
Regional Market Manager

Prior to joining Amerisource, I was fortunate enough to work as a referral partner to Amerisource and was able to experience firsthand the commitment to service, professionalism to clients, and expertise in the commercial finance industry. The responsiveness, reliability and loyalty to customers always stood out to me. I'm excited to now be a part of that very dedicated team, continually looking out for the best interests of our clients and helping them to achieve their business goals.

When I'm not at the office, my family enjoys sporting events of all types: Los Angeles Lakers games, Angels games in Anaheim, cheering with the crowds at both of our daughters' soccer games, and watching their dance classes. We also love a long day at the beach playing beach volleyball or soccer with friends.

Now that you know a little more about me and Amerisource, please keep us in mind when you come across a business that is undercapitalized or is growing faster than traditional bank financing will support. You can contact me or your Regional Market Manager and we will 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.