

THE SOURCE

Jan / Feb 2013

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 **9 new client relationships in November and December 2012**, contributing to total new funded commitments of more than \$41 million for the year. We've highlighted two of these new clients below.

\$2,500,000
A/R Finance Facility



STAFF CO.

Staffing

Florida
December 2012

REFERRAL SOURCE

- Company's banker

SITUATION

- Staffing company; in business since 2007.
- Company seeking to refinance its lender's higher cost working capital line of credit.
- Company in negotiations with IRS over past-due taxes.

APPROVAL PERIOD

- 6 business days; additional 3 days to fund.

RESULT

Amerisource's larger facility, flexible structure and more competitive pricing has allowed this Company to take advantage of sales growth opportunities and improve its profitability. The Company has also outsourced part of its credit and



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Awards and Recognition

Inc. | Inc.
500 | 500

3-Time Winner

HOUSTON CHRONICLE
Top Private Companies
6-Time Winner

collection back-office functions, further enhancing its profitability. This Company now has real **Freedom to Grow!**[®]

\$100,000
A/R Finance Facility



Building Maintenance Services

Georgia
December 2012

REFERRAL SOURCE

- Company's consultant

SITUATION

- Commercial janitorial service with 15 employees; in business since 2003.
- The Company restructuring its growth plan after a large client took its janitorial and maintenance services in-house.

APPROVAL PERIOD

- 1 business day; additional 3 days to fund.

RESULT

The new working capital Amerisource has injected into the Company has allowed the Company to pursue its plans for growth and expansion.

 Southwestern Bell
Special Award for Jobs
Creation
3-Time Winner



2-Time Winner



4-Time Winner



3-Time Winner



BBB
Rating:
A+

as of 2/6/2013
Click for Review

MONTHLY NEWS RECAP & HIGHLIGHTS

Business and Industry News

01/25

[Fed Pushes Into 'Uncharted Territory' with Record Assets](#)

Bloomberg

Ben Bernanke's bond buying helped the Fed's balance sheet grow to a record \$3 trillion in an effort to bring down unemployment. The Fed is purchasing \$85 billion of securities every month in an attempt to ignite economic recovery...[Read more.](#)

01/24

[JPMorgan Looks to Block Shareholder Proposal on Bank Break-Up](#)

Reuters

A federation of U.S. labor unions that owns JPMorgan shares has proposed to call on the bank's directors to form a committee including third-party advisers to look at breaking off one or more of the company's businesses. The bank is seeking SEC permission to omit the proposal from the measures shareholders will vote on this spring. Similar proposals have been filed with Bank of America, Citigroup and Morgan Stanley by another union...[Read more.](#)

01/23

[JPMorgan CEO Hits Back at Policymakers in Davos](#)

CNBC

Jamie Dimon gave his two cents to policymakers in regard to new regulations at Davos. Along with his critiques of regulations (and the lack thereof in some cases), Dimon praised the Federal Reserve for its actions after the collapse of Lehman Brothers in September 2008...[Read more.](#)

01/22

[World's CEOs Say 2013 Will Be "Meh"](#)

Forbes

Most of the CEOs at the World Economic Forum in Davos believe 2013 will be a boring year. Only 36% of CEOs worldwide are "very confident" of their company's growth prospects in 2013, as compared to 40% last year and 48% the year before. Twenty eight percent of CEOs believe the global economy will actually worsen this year...[Read more.](#)

12/13

[America's Middle Market Businesses Share Bleak Outlook Post Election](#)

The Business Journals

Unfortunately, many middle market executives are not very confident in economic progress after last November's election. More than two-thirds of middle market executives have a fair to poor outlook for the U.S. economy in the next twelve months and only 16% of the surveyed executives are more confident in their businesses' potential to thrive after the election...[Read more.](#)

12/12

[CFOs Support Simpson-Bowles Plan](#)

The Business Journals

Most U.S. CFOs believe federal budget deficits should be reduced through a combination of higher taxes and deep spending cuts. ...[Read more.](#)

12/06

[Small Businesses Bearish on Hiring](#)

Financial Times

U.S. business owners expect to hire fewer employees over the next year than at any time during the recent financial crisis. Twenty-one percent of surveyed business owners said in November they expected to cut jobs at their companies in the next year, the most recorded during the index since its inception in August 2003...[Read more.](#)

12/03

[U.S. CFOs Express Declines in U.S. Economic Optimism, Delay Expectations of Recovery Due to Fiscal Cliff, Tax Concerns](#)

PR Newswire

CFOs are increasingly doubtful that the U.S. will experience an economic recovery in the next year. 53% of CFOs reported they believe a recovery will be delayed until at least 2014. Additionally, 76% of U.S. CFOs believe the country's economic growth will be impacted by tax increases and potential sequestration...[Read more.](#)

INTERESTING DATA

17 million

The number of Apple iOS and Google Android devices activated on Dec. 25, 2012, a 250% increase from Christmas Day 2011.

Source: [Fortune](#)

\$10.7 billion

The sum of fines banks paid in 2012. Nearly half of the fines (more than \$5 billion) went to the government, primarily the U.S. Treasury's general fund.

Source: [CNN Money](#)

5% discount

The offer at Eva Restaurant in Los Angeles for diners who leave their phone with the receptionist for the entirety of the meal. The restaurant's chef and owner said about 40-50% of diners have taken advantage of the offer and reduced their check.

Source: [CNN Money](#)

\$161,000

The average ideal income for "happiness" in the world. To feel "wealthy," people around the world would need about \$1.8 million.

Source: [PR Daily](#)

71

The number of insider-trading convictions since August 2009.

Source: [CNN Money](#)

\$58+ billion

The amount of unclaimed cash and benefits held by states, federal agencies and other organizations. That equates to about \$186 for every U.S. resident.

Source: [CNN Money](#)

Computer engineering

The college major with the highest starting salary: \$70,400. Other engineering majors did well too. Also included in the top ten most profitable college majors are chemical engineering, electrical and communications engineering and civil engineering.

Source: [Mashable](#)

\$3.8 million

The average price of a 30-second ad during the 2013 Super Bowl. The average price for a 30-second spot was \$3.5 million in 2012 and \$3 million the year before.

Source: [MarketWatch](#)

New Hampshire

The most expensive state to raise a child, with yearly costs amounting to \$28,376. Factors that went into New Hampshire's top rating include cost of child care, housing, university tuition and fees, and food costs.

Source: [The Fiscal Times](#)

\$10+ billion

The amount of money that will be wagered on the Super Bowl this year, worldwide.

Ninety percent of people surveyed say they've bet on the Super Bowl lost money cumulatively.

Source: [MarketWatch](#)

\$100

The cost to send a Facebook message to founder Mark Zuckerberg. Facebook is testing a new concept to reduce direct message spam: a payment requirement to message non-friends.

Source: [Mashable](#)

\$70

The average amount Americans will spend on merchandise and food for this year's Super Bowl, up \$10 from last year.

Of the ~180 million expected to watch the game this year, 15% are planning to host a party and 27% plan to attend one.

Source: [MarketWatch](#)

50%

The estimated share of Apple's mobile devices in Singapore, down from 72% in January 2012.

Android devices now account for 43% of the market, up from 20% in January 2012.

Source: [Fox Business](#)

Detroit

The U.S. city with the highest overall crime rate (among cities with 250,000+ residents). The

Motor City has a population of 713,239 and a murder rate of 48.2 per 100,000 residents.

Source: [CNN Money](#)

MARKET MANAGER SPOTLIGHT

As one of the newer Regional Market Managers at Amerisource, I can say that my past 18 months with the company has been one of the most enjoyable, productive and rewarding times in my career. I'm based out of Walker, Louisiana (outside of Baton Rouge) and I primarily work with referral partners in Kansas, Louisiana, Oklahoma and Texas.

I actually started my career as a banker for a large, regional bank. What drew me to A/R finance was the ability to help keep business owners' dreams alive. I love watching their businesses take off and flourish because we were able to provide that extra boost they needed.

A/R finance can be a great option for high growth companies, start-ups and companies and principals who are not currently bankable. The vast majority of our clients fall into this "growth company" category. But one of the most memorable clients I worked with was on the brink of closing its doors. Now, years later, they're not only still in business, but have completed a turnaround and grown their business substantially.

When I'm not in the office or meeting with clients, I enjoy spending time with family and friends and enjoying the outdoors. You can find me camping or riding ATVs often! My love of family is part of the reason I was drawn to Amerisource. Once I met my future colleagues, I could immediately envision them as family.

When you come across a business that could benefit from A/R finance, please keep Amerisource in mind and [contact](#) me or your Regional Market Manager. We'd love to include both of you in the Amerisource family!



Tanya Fontenot
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.