

***For Immediate Release***

## **Valuable Intelligence on Customers' Ability to Pay**

*July 26, 2006: Columbia, Maryland*—In today's highly competitive, global economy, companies can't afford to pass up any viable business opportunity. Most commercial transactions involve the extension of credit from the seller to the buyer. To stay competitive, most decisions to conduct business with another company must be made quickly, or a competitor may step in and seize away that opportunity.

However, making decisions to extend credit to business customers involves taking a risk; knowing the extent of that risk requires first acquiring reliable credit and financial information in order to assess the creditworthiness of a company. Fortunately, credit professionals can rely on credit reports provided by the **National Association of Credit Management (NACM)** to provide them with the financial information they need in order accurately determine credit risk.

NACM members across the country can purchase NACM credit reports from NACM Affiliates and receive them quickly via the Internet.

NACM credit reports provide specific information not often found in other commercial credit bureau reports, and the nationwide presence of NACM Affiliates provides a comprehensive database of credit information on the customers of more than 25,000 NACM members. Trade line or customer payment data from NACM members is submitted to these databases to provide timely payment and other financial information on the customers of members. If a company is conducting business in other states, chances are, that information will show up in an NACM credit report because of NACM's vast network. Information in NACM credit reports can include secretary of state and public records information on the companies, kept by the states in which they are incorporated, providing information that's especially helpful in verifying the corporate authenticity of a new customer.

NACM members are alerted when extraordinary events occur with any of the businesses in the database. For example, when a business incurs a write-off, must initiate collection procedures or receives an NSF (non-sufficient funds) check from one of the businesses in the database, flash reports are immediately distributed. Flash reports are notices sent via e-mail or faxed to members, immediately informing them of the event. Sometimes called risk reports, these notices are indispensable in alerting credit professionals to current events relating to the financial circumstances of current or potential customers.

Michael Wright, CBA, Corporate Credit Manager for A&M Supply Corp., said he values the fact that NACM's database is constantly being updated with trade line and other credit-related data from other members. "The information is fresh," he said. "I think their service is great because it also gives you a credit history of a business' credit references." Wright added that NACM credit reports are a critical factor in making his credit decisions. "They're very useful and helpful reports: I pull one on every customer before I open an account."

The NACM customer databases are updated on a timely basis, some as often as once a day. This process ensures that the information contained in an NACM credit report is as current as possible. The information is typically more current than that contained in other credit bureau reports, giving NACM members the advantage of having more up-to-date information on which to base credit decisions.

Paulette Bleken, Credit Manager for CDA Metals, is an NACM member who appreciates the convenience and speed of getting credit reports through the Internet. "I get my reports through my Affiliate's website: it's pretty slick. That way I don't have to call anyone, so it saves me a lot of time," Bleken said.

NACM member Bill Bayne, Credit Manager for Granite Building Products, Inc. says, “I can get a credit report not only on the business—but also on a personal guarantor.” In the case where a business owner or other official personally guarantees credit, it is important to get a consumer credit report on that individual in order to know to what extent that personal guarantee can be relied upon.

Bayne believes that relying on his NACM Affiliate for credit reports and other services is good for not only his business, but for all NACM members. “Why not give your business to NACM? Doing so just helps to build our collective strength. The more robust NACM is, the better and more cost-effective the services it provides to us are,” he observed.

# # #

The National Association of Credit Management (NACM), headquartered in Columbia, Maryland supports more than 25,000 business credit and financial professionals worldwide with premier industry services, tools and information. NACM and its network of Affiliated Associations are the leading resource for credit and financial management information and education, delivering products and services, which improve the management of business credit and accounts receivable. NACM's collective voice has influenced legislative results concerning commercial business and trade credit to our nation's policy makers for more than 100 years, and continues to play an active part in legislative issues pertaining to business credit and corporate bankruptcy. [www.nacm.org](http://www.nacm.org)

Media Contact:  
Norma Heim  
410-740-5560