



BUILDING & CONSTRUCTION MATERIALS SUPPLIERS INDUSTRY CREDIT GROUP

Sponsored and Administered by the Business Credit Management Association - Wisconsin Credit Association
Leaders in Administration of Credit Interchange Groups

WHAT IS AN INDUSTRY CREDIT GROUP?

This Industry Credit Group is comprised of companies within the Building Construction Industry selling to common customers. Member companies not only benefit from the exchange of current factual payment information, they also have an opportunity to network with their industry peers on credit and collection techniques and procedures, as well as industry trends. The Building & Construction Materials Group Members are typically wholesalers, manufacturers, or service companies of:

- Sand, gravel, ready mix concrete products
- Piping and tubes for underground service
- Wood cabinets, lumber, plywood, millwork and wood panels
- Roofing, siding and insulation materials
- Construction machinery
- Equipment and supplies
- Parts and repair facilities

WHAT ACCOUNTS ARE DISCUSSED IN THIS GROUP AND WHOM WILL I RECEIVE TRADE INFORMATION ABOUT?

Members will discuss credit worthiness and payment habits of subjects of mutual interest in a diverse group of suppliers servicing the industry. Although other types of subjects will be discussed, this Group's primary customer base includes:

- General & industrial building contractors
- Construction special trade contractors
- Heavy construction building contractors
- Landscape and horticultural and surveying services
- Building material, hardware and garden supply dealers

FOR MORE INFORMATION CONTACT

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A FORUM FOR CREDIT PROFESSIONALS

- ▶ Network with peers on industry and credit related topics, concerns, and solutions
- ▶ Developed customer reports for use in evaluation of customers' trends, payment history and credit worthiness
- ▶ Established network of your peers, including priority credit referencing with confidence
- ▶ Priority 24-7 access to online Internet based group and credit reports for referencing instantaneously your customers' *up-to-date* payment experience
- ▶ Meetings and the exchange of information strictly monitored by an Association professional who conscientiously observes and adheres to antitrust laws concerning credit group business

Groups have proven themselves to be an effective management tool, as well as a sophisticated and dynamic source for confidential, reliable, and invaluable information to aid in making credit decisions. Your decisions are an integral part of your company's profitability. We would like the opportunity to demonstrate how an Industry Credit Group could be of assistance in your day-to-day decision-making.