



MINNESOTA FINE PAPER 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 Fine Paper 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 Fine Paper Group Members are typically:

- Fine paper merchants
- Full service graphic art suppliers
- Pre-press and electronic imaging companies

Member companies must be doing business for 5 years, maintain a distribution center and private warehousing facility operating in the Midwest Region for at least one year, with annual sales of \$30,000,000 per year.

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 in Minnesota. Although other types of subjects will be discussed, this Group's primary customer base includes:

- Commercial printers
- Lithographers
- Advertising agencies
- Graphic designers
- Quick printers and commercial end users
- Periodical and book printers
- Typesetters
- Commercial art and photography services

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.