



REGIONAL PAPER & PACKAGING INDUSTRY CREDIT GROUP

Sponsored and Administered by 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 & Packaging 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 Regional Paper & Packaging Group Members are typically:

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

Member companies must maintain a full time credit department separate from sales or marketing responsibility, with minimum annual sales of \$50,000,000 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. 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:

Gail Venne, Group Administrator
The Business Credit Management Association Wisconsin HQ
PO Box 510157
New Berlin WI 53151
Voice 262/827-2880 X223 ~ Fax 262/827-2899
Email: gailv@wcacredit.org
Web: www.wcacredit.org

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.