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TheBiz

CREDIT & COLLECTION NEWS

Collecting America's
debt since 1930!



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Caine & Weiner and NYSPMA Establish Alliance Partnership

Woodland Hills, CA
An alliance partnership uniting Caine & Weiner and the New York State Podiatric Medical Association (NYSPMA), was jointly announced by Greg A. Cohen, Caine & Weiner's President & COO and Leonard Thaler, Executive Director of NYSPMA.



"We are honored to align ourselves with the New York State Podiatric Medical Association, an organization highly regarded in the medical community," said Cohen. "As their alliance partner, our top priority is to assist its members in the vital, yet sensitive area of recovering delinquent debt from their patients."

NYSPMA is a professional association with over 1200 members, whose membership includes three of every four doctors of

podiatric medicine in New York State.

NYSPMA's Leonard Thaler shared Cohen's enthusiasm. "Through our alliance partnership with Caine & Weiner, we offer our members a means to collect a significant amount of debt while saving on the cost of Caine & Weiner's premier collection services."

"We were glad to see that Caine & Weiner's debt collection methods would compliment our doctors' commitment to their patient relationships," said Thaler.

"Caine & Weiner exhibited sensitivity to our needs along with an exemplary track record for integrity and effectiveness. We entered this relationship only after careful consideration and have been extremely pleased with our progress thus far as well as with the potential for the future."

Established in 1895, NYSPMA is the only recognized component member in New York, of the American Podiatric Medical Association and its affiliated national network of certifying boards and professional colleges.

NYSPMA unites into one organization doctors of podiatric medicine who dedicate themselves to its principles, standards and ethical guidelines and who express this high dedication in their daily practice.

Credit card use in India lowest in the world

NEW DELHI: Indians are still not sure of plastic. Credit card transactions, as a proportion of the total expenditure by Indians, is the lowest in the world. While Indians charged \$6 billion to plastic in 2006, credit card users in Korea cumulatively spent \$136 billion.

Indians charge just 1% of their total purchases through credit cards while the Koreans made one-fifth of their total purchases through credit cards. The world average hovers around 9%.

Interestingly, even among the rich, credit card

ownership in India is the lowest in the world. While 90% of the affluent in Hong Kong have credit cards and the corresponding figure for Australia stands at 87%, in India only 28% of the affluent have credit cards.

Caine & Weiner participates at NACM event in Las Vegas

Las Vegas, NV — Credit and collection professionals throughout the country gathered at Bally's Las Vegas from June 10-13 for NACM's 111th Credit Congress and Exposition.

Caine & Weiner, an alliance partner with NACM Midwest and NACM Tampa, supported the annual event, showcasing their accounts receivable management services at their

exhibitors booth and co-sponsoring a hospitality suite with NACM Midwest.

"It was a world class event," said Bill Lovitt, Caine & Weiner's Senior Vice President-Client Services. "The Las Vegas location provided an exciting backdrop to an event that was full of excellent opportunities for credit professionals to enhance their knowledge,

network with colleagues and stay current on industry trends and services."

Caine & Weiner was also represented by Greg Cohen, President & COO, Todd Fierstein, Assistant Vice President-Alliance Partner, Jeff Grimm and Lou Wills, Managers—Client Services.

an outstanding event and the most heavily attended conference in recent years," said Lovitt, "We look forward to next year's event in Louisville."



"NACM's 111th Credit Congress & Exposition was



Greg Cohen and George Schnupp of Anixter



Jeff Grimm, Lou Wills and Todd Fierstein



Greg Ballard & Tehmina Khan of Dean Foods joins Bill Lovitt



Lillian Novak of NACM Midwest and Todd Fierstein



Paul Grossart of Chamberlain Group, Todd Fierstein and Jeff Grimm



Todd Fierstein with Gail Dao and Heidi Messina of Saint Gobain Abrasives.



Bill Lovitt and iPod winner Val Venable of GE Plastics



Bill Lovitt, Jenifer Dunseth of RCP Block & Brick and Madeline Albarran of Hawthorne

Wells Fargo introduces mobile banking for business customers

Wells Fargo has begun rolling out a new mobile business banking service, CEO Mobile, to select customers.

The initial version of the CEO Mobile service, which was recently made available to a small number of business customers, delivers key treasury reports through a secure browser.

The bank plans to add new functions later this year including wire approvals, image positive pay exceptions and administrative tools such as password resets.

"With each new step, we'll gather customer feedback and refine our interface to ensure it's usable, streamlined and simple," says Megan Minich, who

leads the mobile technologies team for Wells Fargo's wholesale Internet and treasury solutions.

The system uses the same strong security features as its Commercial Electronic Office (CEO) portal including protecting data with 128-bit Secure Socket Layer (SSL) encryption, and enforcing session time-out rules.

Commenting on the new service Steve Ellis, head of Wells Fargo's wholesale services group, said: "We want to be where our customers want us to be—at the office, in meetings, out of town, wherever, and provide information when they need it so they can act on it."

Commercial data use by law enforcement raises questions

Data collection firms have become an increasingly important law enforcement resource in the scramble to identify potential terrorists. The government's push for greater and more detailed information about private citizens has helped spawn a \$1 billion industry.

But many of America's most important privacy protections do not apply to commercial data brokers, allowing law enforcement to buy access to intricate dossiers on American citizens it couldn't otherwise collect.

The *Privacy Act of 1974* forbids the federal government from collecting personal information for one purpose and using it for another without publishing explicit notice to the individuals who will be affected. The federal government also is forbidden from creating extensive records about citizens unless the

information is intended for a specific law enforcement investigation. Using data from private companies allows law enforcement to skirt both of those restrictions.

The data business is booming. In 1996, the federal law enforcement community spent \$1.7 million on contracts with two commercial information resellers, according to federal contracting data. By 2005, the same 22 agencies spent \$40.5 million on contracts with four data brokers and three credit bureaus.

Robert O'Harrow, a Washington journalist who has covered privacy and technology wrote in his book on the subject, "By outsourcing the collection of records, the government doesn't have to ensure the data is accurate, or have any provisions to correct it in the same way it would under the Privacy Act.

There are no limits on how the information can be interpreted.

In 2005, ChoicePoint Inc, currently a leading federal contractor, reported its government services group earned 14 percent of its annual revenue, or \$148 million, up from \$69 million, or 9 percent, of total revenue in 2002. The company separated government services into its own segment in 2002.

Law enforcement officials at all levels of government have lauded the convenience of having ready access to the billions of records from data aggregators. ChoicePoint's data base provides its more than 2,000 law enforcement clients access to information derived from publicly available information like bankruptcy filings, liens, arrest records; professional credentials like pilots and drivers licenses; records of U.S. military personnel and corporate

information. The databases can identify a subject's neighbors, relatives and business associates. ChoicePoint and other companies also have invested in technology to discern geographic or pathological patterns in criminal behavior. Last year, ChoicePoint won \$39 million in federal contracts.

Paul Schwartz, a privacy law expert at the University of California said, "If information about you is incorrect, there is no legal remedy to make a data broker fix it. The onus is on consumers to detect errors in their records. First they must convince the issuing agency that there is an error in the record, then they must convince all the data brokers that might hold that record that it is wrong and request them to stop distributing it."

More college grads face mountain of debt



Do you have business news or something compelling to report?

Please Email Frank Draper at frank.draper@caine-weiner.com

As college graduates across the country receive their diplomas, many are also facing mountains of debt.

According to the Institute for College Access and Success, 48 percent of students graduating from Boston College in 2005 carried debt averaging just less than \$16,000.

Nationwide, students left school in 2005 with more than \$18,000 in debt. Some graduates said debt

is what it took for them to get their education. But now they have to figure out how to pay it off.

"I'm dealing with it. I'll work harder saving and working," said Michael Bernard of Anchorage, Alaska.

Another financial issue confronting college students and even some high school students is incurring credit card debt. But that's where many said they draw the line.

"I just try to steer clear. I've already got enough debt coming from school," Bernard said. "I'd rather just not have any spending money than spend money I don't have," said Tristan Smith, of Durham, NC.

But those graduates are the exception, according to YoungMoney.com. It said 78 percent of college students have at least one credit card with an average credit card debt of \$2,700.

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TheBiz

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Caine & Weiner is a global accounts receivable management company that provides commercial and consumer credit & collection services to the International business community.

Established in 1930 by Sidney Caine and Charles Weiner the firm has offices strategically located across the country to service its 2,500 clients.

Court orders new hearing in credit card case

Little Rock, AR-- A circuit judge wrongly required a bank customer to prove she did not make charges to her credit card that she disputed, the state Court of Appeals recently ruled.

The appeals court overturned a decision in Clark County Circuit Court in favor of Discover Bank, a credit card company, and ordered a new trial in the company's lawsuit against Betsy R. Danner.

Circuit Judge John A. Thomas had ordered Danner to prove that charges on her credit card were not authorized.

The credit card company had said Danner was past due on her account and

sought collection. Danner, who said she thought she he had paid off the credit card bills, did not deny the credit card charges were hers, but asked the company for proof.

Alexander ruled for Discover Bank, saying Danner never denied the charges, or that the credit card was hers.

Danner appealed, arguing the judge erred by "impermissibly" shifting the burden of proof to her. In its unanimous ruling Wednesday, the Court of Appeals said the trial court "erroneously shifted the burden of proof and (Discover Bank) failed to show that the disputed charges were authorized."

According to court records, the company provided an affidavit verifying records that the account had been opened through a telemarketing sale to a person who applied for the card using Danner's name and address, as well as evidence Danner had made payments on the account.

Rather than dismissing the case, a new trial was ordered because of the possibility that the credit card company could recover some money.

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