

The Biz

Credit & Collection News from Caine & Weiner

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Caine & Weiner partners with Cortera to launch collection automation tool

Woodland Hills, CA— A new strategic partnership between Cortera® and Caine & Weiner has been formed to provide clients with additional insights to better understand when an account should be placed for collection.

Cortera's Pulse product is a customer risk monitoring tool that gives credit managers and other finance professionals the ability to autonomously monitor their A/R portfolio for risk and opportunity. Cortera Pulse® delivers daily alerts on changes in customer risk which includes public record data, bankruptcy filings, liens, judgments, financial news and more, along with portfolio analytics that enable users to identify accounts that have a high risk of non-payment and those that should be the most collectable.

Within Cortera Pulse, the Open Receivables "click-to-place" feature allows clients to capitalize on these insights and take immediate action by triggering a placement to Caine & Weiner.

With the data analytics now available to them through Cortera, Caine & Weiner's network partner, clients can monitor an unlimited number of accounts and an unlimited number of users within a company, thereby managing their receivables more effectively.

Using data supplied by Cortera, whose database includes thousands of sources, a client can use payment behavior information and benchmarking analytics (provided by other suppliers) to identify problems with a portfolio that requires the services of a third-party to resolve.

"As a debt management solution provider, one of the biggest challenges we see our customers face is obtaining timely insight

into a debtor's inability to pay," said Joe Batie, Caine & Weiner's Senior Vice President. "Our new integration with Cortera Pulse provides our customers with analytics that will improve their customer risk management and streamline the workflow for identification and placement of accounts for collection."



Aside from the value derived from advanced reporting capabilities using the Cortera Pulse application, customers can save time and increase efficiency through the automation of their collection process. The overall collectability on an overdue account is dramatically increased when it is discovered in a timely manner. Additionally, organizations save time by eliminating the need to fill out placement forms or validate financial data.

"We are excited to welcome Caine & Weiner to our growing family of Cortera Open Receivables partners," said Jim Swift, CEO of Cortera. "We are committed to providing our customers with actionable analytics that combine new intelligence into customer risk with seamless workflow automation solutions to help customers easily implement these insights into their business processes."



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New marketing executive joins Caine & Weiner Branding, social media and other marketing strategies to be overseen by Carrie Heinrich

Louisville, KY —With the announced retirement of Frank Draper, Caine & Weiner's Vice President of Marketing, Carrie Heinrich will take over all marketing functions.



Carrie has over 12 years of marketing experience specializing in B2B/B2C marketing initiatives for both Fortune 500 and smaller, privately held firms.

Her areas of expertise include digital marketing, social media marketing, marketing communications, public relations and brand awareness.

She is recognized as a creative thinker who has strong project management and communications skills. She plays an active role in managing the company's strategic marketing campaigns and initiatives.

Carrie received her BA in Marketing/ Communications from the University of North Florida.

"Carrie's outstanding background, creativity, social media proficiency and abundant writing skills well suits her for the important role she will play in Caine & Weiner's ongoing branding, penetration into new markets and maintaining the strong presence they've established in the accounts receivable management industry. We're pleased to have her on the team," said Draper.

Why web giants like Microsoft are betting big on gaming industry

San Francisco Chronical
By Benny Evangelista

Microsoft, Amazon and Facebook this year have each placed billion-dollar bets on the growing, diverse world of video game players.

The latest deal came Monday when Microsoft announced a \$2.5 billion deal to acquire Mojang, the Swedish firm that's behind "Minecraft," which has more than 100 million players.

Last month, e-commerce giant Amazon agreed to pay \$1.1 billion for San Francisco's Twitch, an online video game streaming service that in just three years attracted an audience of more than 55 million viewers.

In March, social network Facebook announced a \$2 billion acquisition of Oculus VR, a company that's building a

virtual reality headset widely hyped as the next big thing in video games.

Even the Chinese construction firm Zhongji jumped into the video game pool in August when it shelled out \$960 million to buy DianDian Interactive and its stable of mobile farm simulation games like "Family Farm" and "Happy Acres."

Those deals might seem shockingly large to those who think of video games as a market still fueled by the bank accounts of players' parents.

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Privacy is tech's latest marketing strategy

The Washington Post
By Andrea Peterson

Apple and Google are both moving toward deployment of smartphone encryption so secure that law enforcement officials can't easily gain access to information stored on the devices — even with a search warrant. With these changes, it seems that mainstream tech companies are starting to compete for consumers based on technical privacy upgrades in a way almost unimaginable in a world before Edward Snowden's revelations about National Security Agency spying.

Since the details about the pervasiveness of government spying and data collection around the world were let loose by the former NSA contractor, numerous products have been hailed by the media as "NSA-proof" a potentially far-fetched claim.



Some products, such as chat application Wickr or the mobile device Blackphone, market themselves more reasonably as more secure alternatives to popular forms of digital communication.

Even Snowden himself has weighed in, endorsing encrypted cloud storage service Spideroak over competitor Dropbox, which he called "hostile to privacy."

The proliferation of these services and devices offering more secure methods of communication suggest there is a very real market for individuals who want to keep their private communications, well, private.

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Sizing up banks

America's "systemically important" banks are bigger than ever. Are they safer?

CFO

By Vincent Ryan

In July, small business and middle market lender CIT Group joined an elite club. In acquiring California's OneWest Bank, the phoenix that arose from the ashes of mortgage lender IndyMac, it voluntarily crossed the threshold to being a "systemically important" financial institution. With \$67 billion in assets, the combined bank will be subject to regulatory requirements stricter than those imposed on the average U.S. bank.

The deal is key for CIT because it will cut its cost of funds by bringing under its umbrella a huge deposit base (\$28 billion), and because it will reduce its reliance on debt to fund lending. During CIT's second-quarter earnings call in July, CEO John Thain said the bank is positioned to satisfy all the infrastructure and controls requirements of being categorized systemically important.

CIT, having itself experienced a crisis as an independent lender that had to declare bankruptcy in 2009, obviously believes it's now in a better position to withstand financial market instability. And why not believe it? Despite the efforts of U.S. banking regulators to prevent having to bail out another large financial institution, they have not made "big" or "big and complex" a disadvantage. Indeed,



although the window into the quality of their loan books and trading operations is still foggier than investors and regulators would like, most big banks are healthier overall, with larger government-mandated capital buffers.

Just how healthy will be tested in the months ahead.

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Business spending, exports spur big bounce in U.S. economy

Reuters

By Lucia Mutikani

The U.S. economy grew at its fastest pace in 2-1/2 years in the second quarter with all sectors contributing to the jump in output in a bullish signal for the remainder of the year.

The Commerce Department on Friday raised its estimate of growth in gross domestic product to a 4.6 percent annual rate from the 4.2 percent pace reported last month.

"It increases our confidence that strong growth is obtainable in the second half of this year," said Chris Rupkey, chief financial economist at MUFG Union Bank in New York.

The United States is bucking a spate of weaker overseas growth with the euro zone and Japan slumping, and growth in China slowing as well.

With the U.S. economy firing on nearly all cylinders, traders are bracing for an interest rate hike from the Federal Reserve next year. The dollar which got a lift from the GDP data, has risen about 7 percent against a basket of major currencies since early July in anticipation.

The data also supported stocks, which were up marginally near midday, while prices for U.S. Treasury debt fell.

A faster pace of business spending and sturdier export growth than previously estimated were the two main factors behind the upward revision to U.S. GDP, which had its best growth performance since the fourth quarter of 2011.

Consumer spending growth was unrevised at a 2.5 percent rate as stronger healthcare outlays were offset by weakness in spending on recreation, other services and durable goods.

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Tech brainstorming all-nighter hosted by credit union servicer

American Banker

By W.B. King

For the third year in a row, employees of various credit unions across the country spent 24 straight hours brainstorming the next great financial technology offering.

On Sept. 11, starting at 10 a.m., 150 people in four time zones split up into 34 teams to create a working prototype of a process or solution that solves a real business need or challenge.

"We are a company of ideas and that is our currency," said Mike Kelly, the CEO of PSCU, the credit union services organization that organized the event.

"Three years in, we hope to find incredible ideas that get birthed. And we hope that the people leave here with a different attitude and spirit."

Hackathons and similar competitions are catching on at financial services companies. First National Bank of Omaha recently held its second coding contest for outside technologists at its headquarters. Larger banks such as JPMorgan Chase and Barclays have also put on such events.

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The Biz

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Caine & Weiner—Since 1930, the world-class accounts receivable management solution for the global business community

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

Poverty in U.S. falls for first time since before recession

Bloomberg
By Jeanna Smialek

The economic expansion that's now in its sixth year is finally showing signs of trickling down to the poorest Americans.

The U.S. poverty rate eased to 14.5 percent in 2013 from 15 percent in the prior year, the first decline since 2006, the year before the last recession began, according to Census Bureau data released today. The decrease came as child poverty dropped by the most since 1966.

Faster economic growth and a jobless rate that dropped to 7.4 percent on average in 2013 from 9.3 percent in 2009 have helped to reduce the rate of poverty. Even so, there were 45.3 million impoverished Americans, little changed from 2012, and the rate

remains higher than 12.5 percent in 2007.

"We're certainly seeing an increase in year-round, full-time employment," Chuck Nelson, an assistant division chief at the Census Bureau said on a conference call after the release. "It seemed to accelerate a little bit in 2013, which is why we've seen this drop in poverty."

as a contractor for the Department of Defense in January. He had little money saved, and wasn't able to claim unemployment insurance for months because his former employer disputed his claim -- so he's fallen behind on rent and child support.

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