



# METALS & INDUSTRIAL SUPPLIERS INDUSTRY CREDIT GROUP

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

## WHAT COMPANIES WILL BENEFIT FROM THIS GROUP?

Group members, in most cases, are from like industries, and more importantly, sell to common customers. Companies selling to common customers receive benefits from sharing accounts receivable information. The Metals & Industrial Credit Group Members are wholesalers and/or distributors of:

- Steel
- Metals
- Aluminum
- Motion Control Devices
- Industrial Engineering Solutions
- Industrial metal and industrial metal related products and services

## 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 WI, IL, MN, MI, and IA. Although other subjects may be discussed, the Group's primarily customer base include:

- Manufacturers
- Fabricators
- Construction Companies
- Industrial Distributors
- Job Shops & Repair Shops
- Original Equipment Manufacturers (OEM's)

## FOR MORE INFORMATION CONTACT

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### A FORUM FOR CREDIT PROFESSIONALS

Its purpose to share accounts receivable information that is of common interest to the group members, plus

- ▶ An exchange of factual payment experience shared by creditors selling to mutual customers
- ▶ Peer discussion of industry and credit related topics, concerns, and solutions
- ▶ Customer reports developed for use in evaluation of customers' trends, payment history and credit worthiness
- ▶ Established network of your peers, priority referencing with confidence
- ▶ Priority 24-7 access to online Internet based group and credit reports for referencing instantaneously your customers' 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

You cannot afford to be left alone in your industry without the assistance a Group provides! Your decisions are an integral part of your company's profitability. Groups have proven themselves to be an effective management tool, a sophisticated and dynamic source for confidential, reliable and invaluable information to aid in your credit decisions!