



PRESS RELEASE

COMMERCIAL COLLECTION AGENCY ASSOCIATION COMMERCIAL LAW LEAGUE OF AMERICA

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BUSINESS TO BUSINESS ACCOUNTS PLACED FOR COLLECTION CONTINUE TO RISE AND SET A RECORD, BUT . . .

For the twelve months ending March 2009, members of the Commercial Collection Agency Association of the Commercial Law League of America, (CCAA) received a record volume of *commercial* or business-to-business accounts placed for collection. Over \$15.4 *billion* in accounts were received. This represents a percentage increase of 27.2 percent over the twelve months ending March 2008.

In the first quarter of 2009, approximately \$4.2 *billion* in account placement was received. This represented 34.6 percent increase over the first quarter of 2008.

Emil Hartleb, Executive Director stated, "From many indications, the trend continues for increasing commercial account placement, however, the increase in account placement for the first quarter of 2009 when compared to the fourth quarter of 2008 was modest, only about 1.3 percent. This may signal a future slow-down in account placement as companies may have cleaned out their marginal customer accounts and placed them for collection, or it may be a statistical aberration in that the fourth quarter represented an unusually large placement volume that bucked the seasonal trend. We need more data to assess whether a trend is developing for a slow-down in placements."

Hartleb added, "These times continue to be problematic for American business as bankruptcies rise and a greater number of customer accounts on companies' aged trial balances move to the sixty and ninety day columns representing an increase in Day Sales Outstanding (DSO) and a decrease in cash flow. Companies are becoming more selective in their credit decisions and watching and reacting faster to slow paying customers."

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The Commercial Collection Agency Association (CCAA) is an association of 105 commercial collection agencies that have been CERTIFIED by the Commercial Law League of America. They represent the leaders in the commercial collection or business-to-business collection industry, handling about seventy percent of the commercial accounts placed for collection. The Commercial Law League of America is the nation's oldest creditors' rights organization, founded in 1895.

Members of the CCAA subscribe to a strict Code of Ethics and undergo an intensive and continuing certification process. For more information on CCAA, the certification process and its members, go to the Website: www.ccaacollect.com or call Emil Hartleb at (973) 239-0721.