

Brown & Joseph Newsletter

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Brown & Joseph Announces it Has Expanded Its Consumer Division

Brown & Joseph, Ltd. recently expanded the consumer collection division to increase the services that are provided to our valuable clients. Under the leadership of our new collection manager, Mr. Anthony Cusumano, Brown & Joseph is making major improvements in all aspects of the consumer division. Brown & Joseph's growth in the consumer arena has been consistent over the past years. We are committed to providing the best quality consumer debt recovery services for our clients.

Brown & Joseph's team of highly qualified collections and customer service professionals provides a "One Stop" Collection and Call Center operations for First Party and Third Party collections, for both consumer and commercial receivable management.

Brown & Joseph is Ranked #18 on Collections & Credit Risk's "Top Collection Agencies" List for 2007

🔗 "2007 Industry Rankings." Collections & Credit Risk August 2007:22.

TOP COLLECTION AGENCIES

Rank	Companies	2006 Revenue (In Thousands)	Number of Collectors
1	NCO Financial Systems Inc.	\$1,190,097	10,892
2	Outsourcing Solutions Inc.	442,000	3,587
3	Intrum Justitia	429,000	NA
4	GC Services L.P.	329,901	7,134
5	West Asset Management	234,500	1,175
6	Omnium Worldwide Inc.	82,300	489
7	Nationwide Credit Inc.	74,000	824
8	United Recovery Systems L.P.	69,729	672
9	Weltman, Weinberg & Reis Co., L.P.A.	69,639	311
10	Coface Collections North America Inc.	65,248	271
11	I.C. System Inc.	63,000	700
12	NCB Management Services Inc.	55,000	200
13	Client Services Inc.	42,000	550
14	Merchants' Credit Guide Co.	23,700	125
15	Gila Corp. / Municipal Services Bureau	17,976	154
16	Financial Recovery Services Inc.	17,871	176
17	Diversified Consultants Inc.	16,600	151
18	Brown and Joseph Ltd.	10,600	115
19	National Recovery Agency (NRA Group LLC)	4,640	70
20	Solberg & Kennedy LLC	140	2



BROWN & JOSEPH

A Brown & Joseph Event: Day at the Races

written by Allison Dinges

Back by popular demand, Brown & Joseph and 9ci presented a Day at the Races at the Arlington Race Track on Sunday, August 12th to both clients and employees. Everyone who attended agrees, it was a blast! "It was a great event and we were thrilled to be a part of it!" says Kim Gelinsky of Veolia ES Technical Solutions, L.L.C.

The event was from 12:00 PM - 5:00 PM with complimentary food and beverages. The 5th and 6th races were sponsored by Brown & Joseph. During those races, Brown & Joseph clients were invited into the winners circle to have their photos taken with the winning jockey.

The client raffle made some big winners for the day. First place winner of the notebook computer was Yesim Brisbane of Dade Behring. Second place winner of the LCD flat screen was Joseph Fox of Stream Energy. Third place winner of the digital camera was Jason Fredrick of Applus Technologies.

Thank you for all who attended and we hope to see you next year!

Horse Equipment

from the "2007 Daily Racing Guide" courtesy of the Arlington Race Track



Blinkers - Eye cups attached to a hood to limit a horse's side vision and prevent distraction. The horse can be distracted by other horses or even be startled by their shadows.



Bridle - Piece of equipment placed on the horses head used by the jockey to steer and control the horse. The **bit** is part of this equipment, it is a metal bar in the horse's mouth to which reins are attached by which the horse is guided and controlled.



Halter - A piece of equipment placed on a horse's head similar to a bridle but lacking a bit and reins. A long leather shank is attached to the halter for walking the horse.



Tongue Tie - Strap or cloth bandage used to tie down the horse's tongue to prevent him from swallowing it, or to keep the tongue over the bit in a race or workout.

Word Search

Words are up, down and diagonal. Answer key is on page 4.

Cappuccilli	Lawsuit
Claim	Outsource
Collection	Portfolio
Contract	Skip Tracing
Credit Score	Weekend
Debt	

O B Q P L G J U T F S U V H O
A H S O R Z P S L V L F N I C
T W I R K C L A I M U G T L M
D E B T U O F J O H N J T L E
C E E F H L A S K I O R E I R
E K Z O F L X K C P P B I C O
I E N L A E T A M A B H A C C
L N C I H C R L P I H L C U S
A D C O N T R A C T J S A P T
M M E C P I D W B O F E N P I
T S M I K O V S O N G M T A D
T L K R K N O U T S O U R C E
U S L U X A F I R U M P E N R
W A E G O J I T X H C A D O C

Words of Wisdom

"Your most unhappy customers are your greatest source of learning." - Bill Gates

"Only those who will risk going too far can possibly find out how far one can go." - T. S. Eliot

"If we all worked on the assumption that what is accepted as true is really true, there would be little hope of advance." - Orville Wright

Bankruptcy Filings Jump 48% in First Half of 2007

Down in 2006 due to newly-enacted legislation, bankruptcy filings are once again on the rise among consumers in the U.S.

⇒ Simpson, Burney. "Bankruptcy Filings Jump 48% in First Half of 2007." www.insidearm.com August 20, 2007.

Bankruptcy filings in the first half of the year rose nearly 50 percent compared with the same period in 2006, according to a release last week from the American Bankruptcy Institute. The Institute reports on filings with the Administrative Office of the U.S. Courts. There were 404,090 total filings through June 30, up 48.2 percent from the 272,604 cases filed through June 30 2006, the ABI reported.

The bankruptcy numbers continue to rise following a dramatic drop in 2006 brought about by the federal bankruptcy law enacted in October of 2005. Filings in the first half of 2007 by individual households with consumer debt – including filings under Chapters 7, 11 and 13 - totaled 391,105, a 48 percent increase from 263,660 in the same period a year ago.

Chapter 7 filings totaled 240,839 through the first half, an increase of more than 55 percent from 154,924 in the same period a year ago. Chapter 7 filings accounted for 61.6 percent of all consumer filings. Chapter 13 filings rose more than 38 percent to 149,000 this year from 108,484 a year ago. Chapter 13 filings account for 38.3 percent of all consumer filings.

One provision of the bankruptcy law was intended to send more consumers into Chapter 13 bankruptcy where they would create a plan to repay a portion of their debts, in contrast to Chapter 7 where most debts are written off. Chapter 7 filings reached their peak in the fourth quarter of 2005 when they accounted for 85 percent of all consumer filings. That quarter Chapter 13 filings account for 14.3 percent of all consumer filings.

Chapter 7 filings fell to 56.2 percent of all consumer filings in the first quarter of 2006, but have since risen to 62.4 percent in the second quarter of this year.

There were 267 Chapter 11 filings in the first half, up from 252 a year ago.

Brown & Joseph Offers Bankruptcy Services with Muscle

The Bankruptcy Consulting Services Group of Brown & Joseph consists of talented staff members including bankruptcy professionals, attorneys, accountants, analysts and administrative staff, all of whom have a wealth of bankruptcy knowledge. We have worked with leaders of the industry in countless bankruptcy related matters throughout the country.

Should you have any need for assistance in the bankruptcy arena, such as defense of preference actions, collection of default judgments or claims related issues, please do not hesitate to contact the Bankruptcy Consulting Services Group. Please contact Mr. Steven Gelsosomo, Vice President of Bankruptcy Services at (888) 829-9997 ext 202.



