



**Print Alliance Credit Exchange**

## ***A Word from our Members***



As a member for more than 16 years, it's my opinion that ...

### **PACE is extraordinary.**

It keeps members up-to-date on current economic issues relevant to the industry, and in touch with each other on the performance of individual customers. Here's how they do it.

### **Using Internet Technology to Provide Real-Time, Industry Specific Information**

PACE has an incredibly useful "members only" website. *It provides access to industry specific information on customers you just can't get anywhere else.* It's all kept confidential and available any time you need it. You can pull reports, get answers to questions through a discussion forum, and access resources and websites for additional information.

PACE also helps members communicate quickly and easily. "Flash notices" – email alerts – warn members of potential problems regarding their customers. This is a great way to enable member companies to *reduce bad debt by keeping current on any potential problem with their accounts.*

### **PACE also scores in two areas important to credit professionals – cost and time.**

In comparison with Dun & Bradstreet and other credit reporting companies, *PACE membership is not only cost effective, it gives you more for your money.* PACE reports are up-to-date *and* industry specific. And the easily accessible tools and resources available on the website help you work faster and smarter.

With the quick access to relevant information provided by PACE, it's often possible to process credit applications in a matter of minutes. This kind of turn-around can make your sales department very happy since it will speed up a sale that might have been lost if credit approval was slow in coming.

### **Meetings That Keep Me Coming Back for More**

I look forward to PACE's semi-annual meetings. They're a great networking tool. You can learn a lot about how to improve your procedures and handle common issues by talking with other members. I always come away with *something useful that I can take back to the office to step-up my department's performance and make my job a little easier.*

Pam Johansen  
Vice President of Finance  
Papercone Corporation

*Papercone Corporation, headquartered in Louisville, Kentucky, is a manufacturer of specialty envelopes.*

*PACE is an association of print and graphic media manufacturers formed for the express purpose of sharing factual ledger experience on mutual accounts. Organized in 1965 and formerly named FMCI (Forms Manufacturers Credit Interchange), PACE is one of the most effective means available for monitoring your customers' credit worthiness.*