

KCB INFORMATION SERVICES

The one source for all your credit reporting needs

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APRIL 30, 2003

Vol. 11, # 4

UPCOMING SEMINARS

Our next seminar on Tuesday, May 13th, will be on **Compliance with the FCRA** and on our **MortgageCreditLink (MCL), Merged and RMCR program**.

We will conduct a brief review of the FCRA and we will review and explain many of the unique features of our **MCL** mortgage program. If you are a current user or if you are looking for the best on-line merged/RMCR system, you will want to attend.

We will review Instant View, RMCR upgrades, Supplementals, trade line verifications and the trade line and delinquent summaries. We will also review the different LOS interfaces, the different loan calculators available and the instant updates of disputed trade lines.

Call us for a reservation. There is no fee for this seminar.

BUSINESS CREDIT REPORTS

Commercial lenders historically considered risk assessment an inexact science -- with not much financial data available on privately held, first-time borrowers even as recently as the late 1990s.

That lack of information on non-public firms made it tough to determine the companies' strength or assess payment habits to lenders. At the same time, the risk models available to score commercial applicants tended to be generic, which kept lenders from accurately weighting the dynamics of a specific industry, such as airlines or agriculture.

Today, commercial lenders can't afford to plod along when making a credit decision. The speed of ordering online has not only increased the daily volume of purchase orders handled by manufacturers, commercial suppliers and leasing companies, but whetted the appetite of trading partners for credit approval in about a minute. "E-business has dramatically speeded up the order process, but what bogs it down is the credit approval process," says Lyle P Wallis, VP for the Credit Research Foundation, a Columbia, Md -based non-profit organization that provides research on credit practices to businesses and lenders.

"Customers in need of credit don't want to wait days to learn if they are approved when orders can be processed in a few minutes," Wallis says.

"In those instances, they are willing to do

business with someone else. Credit scoring is fast becoming a competitive issue in the commercial sector."

But there's more to commercial scoring models than accelerating the decision process. Creditors also are using the models to score their existing portfolio to determine the likelihood of getting paid if the account becomes delinquent. Models also can be used to identify accounts that are worthy of credit line increase or may be candidates for refinancing, and which existing accounts not to renew in case of economic downturn.

The higher degree of intelligence in today's scoring models is attributable to improved data on commercial borrowers. Increasingly, telecommunications companies, utilities, manufacturers, and even financial institutions are reporting payment data for commercial borrowers to the credit bureaus. (Collections & Credit Risk, Vol 8 # 4)

We offer Business Credit reports on both small and large businesses. We also have "Small Business Owners" reports that combine the consumer and the commercial reports. If you want to pull business and or report your accounts, or if you just want to learn more about Business Credit Reports, please call us.

DIAL UP ACCESS

Dial up access for Experian Credit Reports will end by the end of 2003. The only way to access reports will be by the internet or by calling or faxing our office.

As of June 1, 2003, Clern, Inc., the owner of Illinois Collections Unlimited and KCB Information Services, is selling Illinois Collections to I.C. Unlimited Inc. Larry Nelson and Pam Phillis and KCB Information Services (Kewanee Credit Bureau) can still be reached at 888-852-2574, 309-852-2574 or 309-696-1890.

KCB INFORMATION SERVICES HOURS

Monday - Friday 9:00am to 4:30PM

Consumer credit reports are provided from Experian.

Business reports are provided from Experian.

Residential Mortgage Credit Reports may contain information from: the Kewanee Credit Bureau, Experian, TransUnion and/or Equifax.

Criminal Background checks are from the Illinois State Police.

The KCB Information Services has served businesses since 1928 and serves the following counties for Experian: Henry, Stark, Bureau, Putnam, LaSalle, Marshall, Woodford, Peoria, Knox, Fulton, Mason, McDonough, Warren, Logan, Henderson, Hancock, Adams, Schuyler and Tazewell.