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USA - Average Collector Recovers \$655,162 in Gross Revenues During a 12 Month Period

Apr 4 2007

Kaulkin Ginsberg, a strategic advisory firm, is conducting an ongoing operational benchmarking study for the accounts receivable management (ARM) industry. The research addresses three quantifiable areas of participating collection agencies' operations including staffing, company financials, and collection statistics. The survey has already produced some interesting results.

For the twelve month period ending on June 30, 2006, the average collector brought in nearly \$655,162 in gross revenues. This figure was calculated by dividing the gross collections for each company participating in the study (gross collections are total recoveries, including payments to creditors) by the number of collectors on staff and taking the overall average. The median gross revenue taken in by collectors during this same period was \$400,774.

Twenty-two companies participated in this phase of the study, including Asset Management Outsourcing, H&R Accounts, IC System, MRS Associates, and West Asset Management. ARM Revenues of participants averaged \$26,616,186, and ranged from \$800,000 to well

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over \$50 million.

"The purpose of this research initiative is to give ARM companies the opportunity to benchmark themselves against their competitors while retaining anonymity," said Kaulkin Ginsberg Director Paul Legrady. "Interest in our first study was high, so we've decided to continue the study, covering all of calendar year 2007." Participating companies can analyze their own standing within the ARM marketplace and monitor industry trends.

All participants sign confidentiality agreements. The results of this study are returned to participants in aggregated form, and none of the reported information is attributable to specific companies.

More information about Kaulkin Ginsberg's Operational Benchmarking Service is available at <http://www.insidearm.com/go/benchmarking> or contact Devin Sherman of Kaulkin Ginsberg at 301-907-0840 ext. 124.

About Kaulkin Ginsberg
Kaulkin Ginsberg is the leading strategic advisor to accounts receivable management and related business services companies, helping owners and executives succeed in their efforts to analyze, grow, or exit their businesses. Services include merger, acquisition, and valuation advice; market research; debt purchase and sales advice; operational consulting; and executive search. Kaulkin Ginsberg's media division publishes the most popular sources of timely industry information such as [insideARM.com](http://www.insideARM.com)(TM) and [The ARM Insider](http://www.TheARMInsider.com)(TM). Kaulkin Information Systems provides secure, affordable document management and workflow systems. Read more about Kaulkin Ginsberg at www.kaulkin.com.

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