

COMMERCIAL RECEIVERS INCORPORATED
(Established 1982)

Schedule of Rates

12% PREMIUM DISCOUNT RATE

Applicable to *All* accounts \$25,000.00 and up, *regardless of age or previous legal/collection agency action*, our PREMIUM DISCOUNT RATE is designed to save your company substantial collection expense.

15% PREFERRED ACCOUNT RATE

Same terms as our PREMIUM DISCOUNT RATE (and the same money-saving reasons for taking advantage of this rate!), but applicable only to accounts from \$2500.00 to \$24,999.99.

REGULAR RATES

(Applicable only to claims under \$2500.00)

25% on accounts \$300.00 to \$2000.00
20% on the excess over \$2000.00

**50% ON ACCOUNTS OVER ONE YEAR OLD, LESS THAN \$300.00 OR IN WHICH
PRIOR COLLECTION AGENCY OR LEGAL ACTION HAS BEEN TAKEN.**

\$300.00 - Minimum claim
\$75.00 - Minimum fee

P.O. Box 3180 * Glen Allen, Virginia 23058-3180
Telephone: (804) 346-0302
(810) (FAX ONLY) 454-7752

Additionally Applicable to all Claims

AUTOMATIC TEN DAY FREE DEMAND SERVICE.

No need to request this (only to waive it), as there is no fee on what debtors pay during this period. At the expiration of the ten days, *we guaranty that the lowest rates for which your claims qualified at the time of placement*, will apply to all subsequent collections, exclusive of legal action (see section on Attorney Service), *no matter how much a debtor may pay and how low the balance may drop during the free demand period.*

RETURNS

For merchandise returns, we apply the applicable rate to ONE-HALF the invoice value of the return.

SETTLING FOR LESS THAN THE BALANCE DUE

For accounts on which the creditor has agreed to settle for less than the full balance, unless legal action has been taken, *the rate for which your claim qualified at the time of placement is the only rate that will be charged, and only on the amount actually collected.*

<i>Once placed for collection, an account may not be withdrawn without full payment of the collection fee, unless withdrawn the same day the claim is placed AND prior to our either mailing a notice to, or, if the free demand is waived, making phone contact with, your debtor.</i>
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About Our Rates

Our 12% PREMIUM DISCOUNT RATE and 15% PREFERRED ACCOUNT RATE, are designed to drastically reduce your company's overall collection expense in three ways:

First, by matching your larger claims to a proportionately lower, contingent collection rate, you have the opportunity to effect collection at a very modest cost and in a timely manner.

Second, if legal action does become necessary, the superior quality of our documentation guarantees that your decision to pursue certain of your debtors via suit, can be made with total confidence.

Third, and conversely, our documentation will in many instances, just as clearly demonstrate the *uncollectibility* of some of your accounts. This valuable service, which is available to you at absolutely no cost, further mitigates your company's *overall* collection expense by saving you from *any* expenditures on unmistakably *hopeless* matters.

ATTORNEY SERVICE

In accordance with our Claim Placement Form (or in the absence of any advice from you to the contrary), claims will be placed with attorneys in the appropriate jurisdictions when a debtor continues to refuse to cooperate with us regarding payment or the setting up of satisfactory terms.

On all claims placed with counsel, you will receive a copy of our placement letter. This document contains all pertinent information on your debtor, including a brief history of the account. It is sent to you not only to use to check our accuracy, but also to become a permanent part of your own file.

Should suit become necessary, counsel will submit requirements in terms of court costs and suit fees, all of which are over and above the contingent commissions you will pay to us for any collections. These usually modest requirements *must be approved by you, prior to any legal action being taken*. Without this approval, *no* fees can accrue.

PLEASE NOTE THAT CLAIMS ACKNOWLEDGED AT LESS THAN REGULAR RATES (25% 1ST \$2000; 20% EXCESS), AND WHICH REQUIRE LEGAL ACTION, ARE FORWARDED UNDER THIS REGULAR RATE SCHEDULE (25% 1ST \$2000; 20% EXCESS).

DOCUMENTATION

Do you know what your agency is doing *or sometimes, not doing*, when it comes to servicing your accounts? With Commercial Receivers, you are never in doubt. *Every item of correspondence* that goes out of our office concerning your debtors, is copied to you. And why not? After all, it is your firm's money we are dealing with!

But *don't* anticipate receiving voluminous mail from us. Our aim is *to collect*! Toward that end, our efforts are directed at making telephone contact with your debtors whenever possible, *including before, during or after working hours as the circumstances dictate and in accordance with law*.

We will either 1) collect in full, or, 2) collect partially and set up a *reasonable* repayment plan for the balance, or, 3) advise you that we consider your account uncollectible by amicable means. If we make that determination, we will document our reasons and advise or take legal action, in accordance with your instructions to us. ***THIS ENTIRE PROCESS WILL RUN NO LONGER THAN SIX TO EIGHT WEEKS, AT MAXIMUM.***

SAMPLE REPORT, LETTERS & CORRESPONDENCE

(R900726)

January 7, 1993

[REDACTED] INC.
[REDACTED], BOX 361-A
FEURA BUSH, NY 12067
Attention: JAMES GADANI

RE: [REDACTED] Co., Inc. \$650.36
Our no. 8556; Client's no. 03924

Dear Mr. [REDACTED]:

For the last week I have been unable to reach anything but your answering machine. Since my messages are ignored, we now have no choice except to place this claim with Albany counsel, for immediate legal action. We will take this drastic step, with absolutely no further notice to you, unless the balance, in full, is received by no later than January 14, 1993.

Yours truly,

Robert I. Wall, President
Commercial Receivers Incorporated

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cc: [REDACTED] Co., Inc. (Sally A. Willette)
90 Oak Street
[REDACTED] MA 02164

ATTENTION CLIENT: You may select a law firm of your own choosing to which to forward this matter. You may also use the attached list, or, if none is attached, the list previously forwarded for this account. (Call us if a replacement list is needed.) These firms charge fees paid out of our contingent charges to you. If suit is subsequently determined to be necessary, they will submit suit requirements for your approval. The domestic firms on this list may be covered by a \$1,000,000 bond.

IN THE ABSENCE OF WORD FROM YOU BY THE DATE SPECIFIED ABOVE, WE WILL FORWARD THIS MATTER TO A FIRM KNOWN TO US FOR ITS AGGRESSIVE COLLECTION PRACTICE.

January 7, 1993

[REDACTED] BUILDING & DESIGN
P.O. BOX 3978
[REDACTED], CT 06525
Attention: FRANK [REDACTED]

RE: [REDACTED] Co., Inc. \$2,021.45
Our no. 8757; Client's no. 04938

Dear Mr. Amellin:

Since my phone attempts to reach you, like our earlier correspondence, continue to be ignored, we regret that we now have no choice except to place this claim with New Haven counsel, for immediate legal action. We will take this drastic step, with absolutely no further notice to you, unless the balance, in full, is received by no later than January 14, 1993.

Yours truly,

Robert I. Wall, President
Commercial Receivers Incorporated

/le

cc: [REDACTED] (Sally A. [REDACTED])
90 Oak Street
[REDACTED], MA 02164

ATTENTION CLIENT: You may select a law firm of your own choosing to which to forward this matter. You may also use the attached list, or, if none is attached, the list previously forwarded for this account. (Call us if a replacement list is needed.) These firms charge fees paid out of our contingent charges to you. If suit is subsequently determined to be necessary, they will submit suit requirements for your approval. The domestic firms on this list may be covered by a \$1,000,000 bond.

IN THE ABSENCE OF WORD FROM YOU BY THE DATE SPECIFIED ABOVE, WE WILL FORWARD THIS MATTER TO A FIRM KNOWN TO US FOR ITS AGGRESSIVE COLLECTION PRACTICE.

January 4, 1993

Howard, Brawner & Stone
2950 S.W. 27th Avenue, Suite 210
Miami, FL 33133

RE: [REDACTED] Corp. vs. [REDACTED] OF PALM BEACH \$7950.00
Our no. 8742

Gentlemen:

We are referring the above claim for collection, as follows:

ADDRESS: [REDACTED] OKEECHOBEE BOULEVARD, WEST PALM BEACH, FL 33409
PRINCIPAL: MIKE [REDACTED] PRINCIPAL
PHONE: 407-683 [REDACTED]
TYPE: CORPORATE STATUS INDICATED ON DEBTOR'S ENCLOSED
PURCHASE ORDER
BANK: UNKNOWN-- BY COPY REQUESTING ANY AVAILABLE
BANK/CREDIT INFORMATION FROM CLIENT

For background, see mine of December 28, copy enclosed and still ignored, despite its contents of local and imminent legal action. Note also debtor's attempt to claim fraud (which will give you an idea of what you will have to work with), nevertheless quickly backed off from at the mention of that word. Statement, backup also enclosed.

Please acknowledge receipt of this account IN DUPLICATE. The Operative Guide for Forwarders and Receivers, as adopted by the Commercial Law League of America, shall govern this matter, except that any rate changes must have our explicit, written agreement.

Yours truly,

Robert I. Wall, President
Commercial Receivers Incorporated

/le
enc.
cc:

[REDACTED] Corp.-Cindy [REDACTED]
315 South Street
[REDACTED] CT 06051

cc: Wright Holmes Law List

ACTIVE CLAIMS REPORT-- COMMERCIAL RECEIVERS INC. (Rep = DANNOUF)
 Company, Inc.- 1715

01/09/93
 PAGE 1

ATTN: Jim

DEBTOR	DATE PLCD	ORIG BAL	TTL PAID	PRES BAL	LAST PAID (DATE)	DIARY
CLEAN COMPONENTS	07/14/92	3650.00	0.00	3650.00	--- (LGL)	02/03/93
INC.	07/28/92	6735.42	0.00	6735.42	--- (LGL)	01/22/93
HEATING & AIR CONDITIONING	09/09/92	12686.10	0.00	8170.90	--- (LGL)	01/28/93
INCORPORATED	10/13/92	15593.47	15156.47	437.00	15156.47 (11/13/92)	01/13/93
DISTRIBUTING	10/19/92	11578.44	0.00	11578.44	--- (LGL)	01/21/93
WELDING SUPPLY INC.	11/18/92	5087.91	0.00	5087.91	--- (LGL)	01/12/93
MACHINE	12/01/92	28716.75	0.00	28716.75	--- (LGL)	01/29/93
TOTALS:		84048.09	15156.47	64376.42		

CLOSED CLAIMS REPORT (LAST 365 DAYS)--COMMERCIAL RECEIVERS INC. (Rep = DANNOUNF)

Inc.- 1715

ATTN: Jim

DEBTOR	DATE PLCD	ORIG BAL	TTL PAID	CLSG BAL	DATE CLSD
GR TECHNOLOGIES	05/06/92	10360.80	10360.80	0.00	06/05/92
COMPANY	07/08/92	5540.55	3500.00	0.00 (LGL)	08/25/92
SPECIALTY SUPPLY	07/15/92	2426.80	2426.80	0.00	11/05/92
PRO CORPORATION	09/28/92	621.20	0.00	621.20 (LGL)	12/22/92
NEW ENGLAND CO. INC.	09/28/92	6706.00	6706.00	0.00	10/26/92
WEST PHARMACEUTICAL	09/28/92	926.01	0.00	926.01 (LGL)	12/08/92
ALTRON INC.	11/06/92	5658.00	5658.00	0.00	11/30/92
ACHE CO.	12/07/92	4968.91	4968.91	0.00	12/28/92
WAREHOUSE	12/09/92	96328.35	88622.08	0.00	12/16/92
TOTALS:		133536.62	122242.59	1547.21	

COLLECTION RATE = 91.54%