

## Discover Industry Answers with the Aviation Credit Group



**“Membership in a trade group can prevent you from making mistakes that are far more costly than the cost of your membership.”**

Larry Taggart, CCE, Corporate Credit Manager for Old Dominion Supply in Kensington, Maryland  
as quoted in *Business Credit* magazine

### Create a Better Business Practice

The International Aviation Credit Group has the information you need — sometimes even before the news hits the street! Get critical information on businesses in your industry to improve decision-making and better protect your company.

First, semi-annual meetings give you an opportunity to discuss key information face-to-face on specific businesses with other credit professionals in your industry ... plus helpful insights from professional speakers on today's hot credit topics.

Second, a database of up-to-the-minute payment information helps you approve new orders and monitor high-risk accounts.

Third, eFlash reports — email alerts on sudden adverse developments within your customer base — give you a 24/7 source for staying on top of important industry events.

### START TODAY!

Don't play guessing games; make informed decisions. Contact us to learn more.

### Scope

The International Aviation Credit Group is open to all firms around the world engaged in the business of manufacturing, distributing, or financing of products and/or services for the aviation industry.

### Meeting Dates

The group meets twice a year in March and September.

For specific dates, contact  
**Jerry Janes, CBF, Group Director.**

Phone: (612) 465-9620

E-mail: [jjanes@forius.com](mailto:jjanes@forius.com)

Web: [www.forius.com](http://www.forius.com)

### About Forius Industry Credit Groups

Making credit decisions doesn't have to be a gamble. Forius industry groups give you up-to-the-minute credit alerts and other critical customer information.

Tired of marginal customers playing the “let's switch suppliers” game? Forius industry groups help fill in the missing pieces of your customer's credit history, which lets you:

- Manage your high-risk accounts
- Approve orders quickly, thanks to 24/7 web access
- Minimize credit risk
- Monitor your ever-changing portfolio
- Stay alert to critical customer changes
- Learn the latest techniques to manage credit processes
- Network with other knowledgeable credit professionals
- Get reliable answers to your toughest credit management questions