## PERSONALS



## A Few Facts

## About Collections

As manager of the North American Underwiters Association, I would like to have a few words with. the business men of Klamath Falls regarding the numerous articles which have appeared here of late in one of the local papers. This article was undoubtedly run for our benefit, thinking perhaps we were a bunch of quitters and would pick up our grip and flee the city. There seems to be considerable agitation here, brought about by a local commercial concern, and a certain gentleman of Portland, one who was here a few days ago and spoke before a number of business men on credits, bad accounts and fake collection agencies. According to his theory and his talk everyone in the collection business is a crook but himself. This may be true in some instances, but there are still people in the collection business who are trying to play the game square and give the merchants a fair deal.

It seems that the above mentioned gentleman stood up before these merchants, gave them a speil on credits and the needs of a credit association, and from his story they took his line of hot air-hook, bait and sinker. When it coines down to facts, men of this sort don't know what they are talking about. In the first place, Klamath Falls probably needs a credit association the worst way, but at the present time the city isn't large enough to support one, and a poor credit man is worse than none at all. A good credit man wouldn't come in here under $\$ 600$ per month, and this would not include office rent or clerk hire, notwithstanding any advice to the contrary. As to the fake collection agencies like the one mentioned recently in the local paper-whose representatives dropped into town, put up a sweet talk as to their ability as to what they could do with the merchants' bad accounts, and who walked away, according to the local paper, with over $\$ 60,000$ worth of notes and bad accounts, and who up to the present time have not collected a bean. Any merchant in Klamath Falls who has from ten to fifteen thousand dollars standing on his books needs something else besides a collector, or a one horse credit association. He needs a guardian.

This is the result of allowing some collection agency to handle your money. Consequently some few of the local merchants have decided to band together to protect themselves from bad accounts, bad checks and bad collection agencies, and from now on to patronize home industry. We grant that it is the duty of every ciizen to buy from his local merchant, but if the service is worse than poor, and the poor collector doesn't know any better than to run
around from door to door, pulling off sob stuff and looking for sympathy, why patronize that kind of an outfit? It has been brought to our attention that some of your local agencies have been here a long time -if this is true, we would be ashamed to admit that we were ever in the collection business, and as one of the merchants told them recently their results were far from satisfactory, and no one would ever know that they were in the collection game.

Anyone in this 20th century who knows no better than to wear out $\$ 20.00$ worth of shoe leather running after a $\$ 10.00$ grocery bill, or to write a dead beat letter saying pay me or I'll bring suit against you at once doesn't know the first principles once doesn't know
about collections.

Now in the first place, the North American Underwriters Association wishes to announce that they are here, and here to stay.

Secondly, we are not collectors, but are just employed by the merchant to do his correspondence.

Then again, we are the only firm who does not handle the merchant's money. (Please get that.) It being paid direct to the creditor by the debtor.

Our system is the only one which will collect an outlawed account, note or judgment; collect from a defunct corporation or from a United States government employe, and in many cases bankrupt accounts, if for necessities. A diamond ring has been declared by the court a neces sity if worn to produce business. The above statement may make some of your local agencies sit up and take notice. This is probably something they never did know.

There is no such a thing as an outlawed account if you don't sue. According to our method of handling accounts, this bill can be collected as easily as though it were put on the books yesterday.

This company does not wish to use any unfair methods to produce business. We will get it anyway, sooner or later. If any local agency needs the business-give it to him. Wel'll wait, time will tell. Anyone who has your accounts over 60 days and has not produced any results is either a poor collector or has a poor system.

Surely there should be some method in this 20th century to make a man pay a just due account. The North American Underwriters Association will either find you a buyer for your accounts or guarantee to collect $50 \%$ of your list without advertising them for sale.

## North American Underwriters Association

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Klamath Falls

