



# Merchants

INFORMATION SOLUTIONS, INC.

**March 30, 2007**

**Contact:** Jessie Gonzalez Wakefield  
602-744-3792 | [gwakefield@merchantsinfo.com](mailto:gwakefield@merchantsinfo.com)

## **Merchants Information Solutions Goes Ivy League**

*Peter Bullard, Head of American Tescor Division, to Lecture at Cornell University's School of Hotel Administration on Pre-Employment Screening*

PHOENIX, Arizona (March 30, 2007) — Merchants Information Solutions' clients have long known the benefits of pre-employment screening. Now, the company will have the opportunity to teach a new audience about those benefits — in one of the most elite educational settings possible.



Dr. Peter Bullard, Vice President & Director of Tescor Services and the founder of American Tescor, will give a lecture to the Cornell University School of Hotel Administration on April 19. American Tescor is a division of Merchants Information Solutions purchased by Merchants last year.

Dr. Bullard will deliver his address to Cornell faculty and aspiring hospitality industry leaders on the psychology of bad behavior and how these behaviors severely impact worker injuries, productivity and the employer's bottom line. He will also detail what companies can do to prevent these problems.

Merchants and American Tescor are leaders in the field of pre-employment screening, saving companies potentially millions of dollars a year in reduced employee theft and worker's compensation losses.

The hospitality industry is an industry that can especially benefit from such screening programs, Dr. Bullard said.

"All industries can benefit from having the best chance of hiring honest employees, but the hospitality industry is so reliant on quality workers that it is especially critical for those companies," he said. "The programs that Merchants and American Tescor provide are designed to help companies identify the best employment candidates before they join the payroll."

The screening programs provided by Merchants and American Tescor can help reduce workers' compensation rates by up to 50 percent by identifying applicants with an "entitlement mentality" before they are hired. The Tescor Screening Program improves company earnings and provides clients with a higher return on investment.



# Merchants

INFORMATION SOLUTIONS, INC.

**About American Tescor, LLC. (Division of Merchants Information Solutions, Inc.)**

Since 1979, American Tescor has been a productivity and profit driver for their customers. Founded by I/O Psychologist Dr. Peter D. Bullard, the company provides electronic pre-employment screening to identify high risk job applicants. American Tescor serves a variety of industries including hospitality, health care, manufacturing, construction, retail, food processing, trucking and transportation. By reducing absence costs, workers' compensation losses, employee theft and other counterproductive behaviors, American Tescor returns millions of dollars annually to their customers' earnings.

**About Merchants Information Solutions, Inc.**

Phoenix-based Merchants Information Solutions, Inc. has been in business since 1912, and is a privately held company with more than 4,000 business clients. Merchants is a nationally recognized provider of several key products for individuals and businesses:

- Identity theft management and recovery solutions
- Pre-employment screening and background checks
- Resident Screening
- Integrity testing/behavioral assessments

Merchants also provides consumer and mortgage credit information. Merchants is the parent company of Personnel Profiles Screening ([www.personnelprofiles.com](http://www.personnelprofiles.com)), American Tescor, LLC ([www.americantescor.com](http://www.americantescor.com)) and ID Advocates ([www.idadvocates.com](http://www.idadvocates.com)). For more information about Merchants Information Solutions, please visit [www.merchantsinfo.com](http://www.merchantsinfo.com).