

# National Recovery Agency Acquires California Collection Agency

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Steven Kusic, President & CEO of National Recovery Agency (NRA), announced Monday that an agreement has been reached with the shareholder of ACA Receivables, LLC d/b/a American Agencies (AA) to acquire the assets of the California-based consumer accounts receivable management firm. NRA will operate American Agencies as a wholly owned subsidiary. Terms of the transaction were not disclosed.

“NRA is an impressive organization with visionary leadership that made the transaction seamless. NRA plans to immediately leverage American Agencies sales team with representatives in 14 different states and offices in Provo, Utah and Los Angeles, CA, to expand its national footprint. NRA expects that this acquisition will immediately be significantly accretive to its earnings”, noted Michael D. Lamm of Kaulkin Ginsberg, an M&A advisor on the transaction.

“With the acquisition of American Agencies, NRA is able to further strengthen our infrastructure to enhance our collection services for the benefit of all of our clients, no matter what size, both immediately and long term,” said Steven Kusic.

Founded in 1969, [American Agencies](#) has a well-established foundation as a leader in the collection industry for over 40 years. Having a diversified client base, licensing and authority across the United States, American Agencies is a national collection agency leading in commercial and consumer collections.

[National Recovery Agency](#), with over 350 employees, is a leading nationwide provider of receivables management and business process outsourcing solutions. Headquartered in Harrisburg, PA, the company offers outsourced collections, payment processing, and call center services to healthcare facilities, governmental entities, utility companies, retail and direct marketing, financial services, higher education institutions, and debt buyers. NRA has offices in Harrisburg, PA; Mechanicsburg, PA; Provo, Utah; Los Angeles, CA; Panama City, Panama and Pune, India.

[Kaulkin Ginsberg](#) is the leading source of M&A, strategic advice, and timely information for outsourced business services companies since 1989. The firm has completed over 130 transactions representing in excess of \$3 billion in shareholder value for a variety of clients – from small family businesses to Fortune 500 companies. In 2011 Kaulkin Ginsberg is celebrating twenty years in the ARM industry.