

## **FOR IMMEDIATE RELEASE**

October 18, 2004

### **THE ASSOCIATION FOR FINANCIAL PROFESSIONALS AND WEILAND FINANCIAL GROUP ANNOUNCE SERVICE CODE LICENSING AGREEMENT**

LAKE BLUFF, Ill. and Bethesda, MD-- The Association for Financial Professionals (AFP) announced today that The Weiland Financial Group, Inc. will include the 2004 AFP Service Codes in its Bank Relationship Manager™ analysis system. The inclusion of the AFP Service Codes enhances WFG account analysis solutions by providing corporate treasury departments with a vital resource that supplements the analysis and reconciliation of their commercial banking fees.

The AFP Service Codes, formerly TMA Service Codes, are the industry standard for identifying balances and service charges that appear on bank account analysis statements. Account analysis statements are detailed invoices of charges for bank services used by commercial banking customers. Companies that have automated this process have realized significant savings by correcting bank errors, restructuring bank relationships and creating administrative efficiencies.

“Weiland Financial Group has long been recognized as a frontrunner in account analysis solutions. Its decision to incorporate the AFP Service Codes in its bank relationship management system will further position WFG as a preferred resource in account analysis,” said AFP President and CEO Jim Kaitz. “We are excited about this opportunity to work with WFG to provide valuable solutions to corporate treasury professionals in managing their bank relationships.”

WFG President and CEO Patricia Weiland commented, “WFG has enjoyed an extensive history of contributing to the AFP. WFG served on the committee that originally codified the 822 Electronic Statement standards as well as both the original and subsequent paper standards committees, so naturally we were pleased to

## **The AFP And Weiland Financial Group Announce Service Code Licensing Agreement, Add 1**

achieve AFP Service Codes Licensed Provider status. The codes are symbolic of the thirteen years we have devoted to improving communication between banks and their most valued customers.”

WFG is the only vendor to specialize in account analysis and signatory solutions both for corporations and financial institutions. WFG has served on both the AFP Paper Statements Standards Committee and the Electronic ANSI X12/822 Committee. The most widely used account analysis system, Bank Relationship Manager™, established the standard in analysis for treasury in 1991. BRM™ enables Fortune 1000 corporations to manage account analysis relationships, easily detect overcharges, effectively negotiate lower bank prices, and successfully reduce bank fees. WFG also offers Bank Administrator™ to manage day-to-day signatory and account maintenance tasks while meeting Sarbanes-Oxley legislation requirements. WFG provides web-based, ASP, and client-server systems including support, training, outsourcing and consulting. For more information about WFG visit [www.weiland-wfg.com](http://www.weiland-wfg.com).

The Association for Financial Professionals in Bethesda, Maryland supports more than 14,000 individual members from a wide range of industries through all stages of their careers in treasury and financial management. AFP is the preferred resource for financial professionals for continuing education, financial tools and publications, career development, certification, research, representation to legislators and regulators and the development of industry standards. For more information about AFP visit [www.afponline.org](http://www.afponline.org).

###