



Delivering World-Class Identity Theft &
Background Screening Solutions

For Immediate Release

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**Integrity Testing Up Big! HR Magazine, Journal of Business & Psych, Cornell U, AT&T, Trumpet Benefits
“Your Cheating Heart” HR Magazine’s Article, AT&T, Hospitality Management Corp, Merchants Information
Solutions Integrity Testing-- Results Show Integrity Testing Saves Big Money, Protects Brand**

Phoenix, August 2, 2011— Pre-employment integrity testing is the next big thing for businesses as an increasing number of independent organizations and publications advocate it and leading corporations are using integrity testing to cut workers’ comp costs and to avoid other expensive employee-driven liabilities including theft, fraud and substance abuse. AT&T and Hospitality Management Corporation require pre-hire integrity testing and it’s underscored by HR Magazine’s just-released article “Your Cheating Heart”, a recent Journal of Business and Psychology report touting up to 500% reductions in workers’ comp costs, two Cornell University studies and the direct experience of Merchants Information Solutions who administers nearly a million of its proprietary Merchants Integrity Tests annually.

“Our experience and data from administering millions of Merchants Integrity Tests for our clients underscores and aligns completely with the newly published research and articles. Unfortunately for business, there’s real truth in the HR Magazine article “*Your Cheating Heart*”, said Russ Johnson, CEO, Merchants Information Solutions. Yet, these mostly avoidable and costly employee-caused costs and losses can be dramatically reduced with pre-hire integrity testing. We are so confident in the beneficial results from our pre-employment integrity test that we have created the Merchants Challenge. If we don’t save our clients a mutually agreed upon amount of money as a result of using the Merchants Integrity Test, we will refund our fees,” Johnson added.

A staggering cost and percentage of employees stealing in retail-- estimated at 44% of employees, resulting in \$17 billion in losses annually—are driving more retailers to consider and implement integrity testing before hiring.

The growing Healthcare industry sees rates of workers compensation payouts—all too often questionable claims---at two to three times the average of any other industry. Integrity testing before hiring can reduce workers comp payouts by an average of 60%--as evidenced by Merchants’ data from its Merchants Integrity Test business.

More...



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About Merchants Information Solutions

Merchants Information Solutions, the exclusive provider of the Merchants Integrity Test which is proven to reduce workers' compensation loss rates an average of 60%, is a national leader in background screening for employers and residential communities as well as a leader in ID Theft Restoration Affinity programs. Honored to have as company national spokespersons Jerry Colangelo and Harvey Mackay, Merchants was founded nearly a century ago and is dedicated to delivering world-class identity theft and background screening solutions. Merchants is the only NATIONAL SINGLESOURCE PROVIDER of all recognized background screening tools and services for employers and multi-housing communities. www.merchantsinfo.com

About the Merchants Integrity Test Challenge

Merchants is offering a "can't-lose" challenge and guarantee. If Merchants does not achieve mutually agreed upon savings in workers' compensation rates for an organization, Merchants will refund the fees paid to Merchants, less any client savings resulting from use of the test and reduced workers' comp rate savings.

About the Journal of Business and Psychology

The Journal of Business and Psychology is an international publication offering high quality empirical, theoretical, and conceptual papers designed to advance organizational science and practice. Its goals are threefold: (1) To serve as an influential outlet for organizational science research with an applied focus (2) To bridge the divide between science and practice (3) To foster increased interdisciplinary connections.

To Access the Full JBP and Cornell Studies and Reports

Log on to: www.merchantsinfo.com/MITStudies

For a synopsis of Merchants' data from administering over 400k integrity tests, Log on to www.merchantsinfo.com/MITCaseStudies