

Hotel & Motel Management Magazine

April 10, 2007

Peter Bullard to address Cornell University School of Hotel Administration on pre-employment screening programs

PHOENIX--Merchants Information Solutions' clients have long known the benefits of pre-employment screening. Now, the company will 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 lecture to the Cornell University School of Hotel Administration on April 19. American Tescor is a division of Merchants Information Solutions purchased 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 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 millions of dollars a year in reduced employee theft and workers' compensation losses.

The hospitality industry can especially benefit from such screening programs, 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."

These programs can help reduce workers' compensation rates by up to 50 percent by identifying applicants with an "entitlement mentality" before they are hired. They also improve company earnings and provide clients with a higher return on investment.

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
- Consumer and mortgage credit information.