



## **Market-Matrix acts for Forster & Garbus in office relocation-45,000 s/f**

September 26, 2011 - Long Island

Forster & Garbus, LLP, has relocated its offices to a new 45,000 s/f facility, almost twice the size of its former offices in Farmingdale. According to founder and managing partner Ronald Forster, Esq., the move was necessary to accommodate the firm's growth and increasing staff. The transaction was handled on behalf of Forster & Garbus by Market-Matrix, LLC.

"Since our inception in 1970, we have been growing at a strong pace owing both to our early adoption of technologies that advance our processes, along with our strict adherence to ethical, professional practices," said Forster. "Additionally, we have made a major investment in hiring and training high caliber individuals who are effective in meeting our clients' needs." Those clients include major banks, credit card issuers, debt buyers and utilities.

Forster & Garbus was one of the first New York law firms to apply a totally automated legal collection system which can be adapted to accommodate various clients' needs. Today, the firm's sophisticated information technologies (IT) systems, operating on a midrange IBM platform, feature "Best in Class" encryption and data breach software, backed by a full disaster recovery warm site providing system redundancy. Leading-edge telecommunications equipment includes state-of-the-art dialer equipment which integrates into the firm's host collection application to facilitate solutions for inbound call distribution, outbound dialing and inbound/outbound call blending. The telephone system also includes a recording system for compliance and training purposes. State-of-the-art surveillance technologies, including a digital camera security system, protect the physical premises.

Currently, Forster & Garbus employs approximately 300 staff members including attorneys, paralegals, accounting professionals, IT professionals and programmers, collectors, and administrators. Forster estimates that the firm will be adding between 50 and 100 new employees over the next 12 -18 months to meet increasing demand. Based on current collection industry projections, that number may even be higher.

The Bureau of Labor Statistics projected that between now and 2016, the debt collection industry will experience a growth rate of 23%, significantly higher than the average for other industries. Demand for collection services is particularly expected to increase within the medical (i.e., hospitals and doctors' offices) and government agencies such as the Internal Revenue Service.

Forster is an active member and advocate for his industry. A past president of the Consumer Credit Association, he is currently a member of the Commercial Lawyers Conference and ACA International (Association of Credit and Collection Professionals), and the National Association of Retail Collection Attorneys (NARCA). A graduate of Brooklyn Law School, he is a member of the Suffolk County Bar Association and New York State Bar Association. He has lectured and authored articles on collections for the New York State Bar Association.

