



ATTORNEY GENERAL OF TEXAS
GREG ABBOTT

October 27, 2004

Irwin Business Finance
330 120th Avenue NE, Suite 100
Bellevue, Washington 98005

Via Overnight UPS Delivery

Dear Irwin Business Finance:

The Texas Attorney General has learned that your company is demanding payments from Texas small business consumers on agreements purchased from NorVergence, the New Jersey company now in Chapter 7 bankruptcy in New Jersey. We have reason to believe that these agreements are based on fraud and should be voided.

Please respond promptly to the attached Civil Investigative Demand. In the meantime, we request that you immediately cease all efforts to collect on agreements purchased from NorVergence until such time as there is a determination as to whether they are enforceable.

Continuing to attempt collection efforts on agreements secured by fraud could subject your company to substantial penalties under Texas law.

Should you require further information, please contact Assistant Attorney General John Owens in our Houston office (713)223-5886 Ext. 107 or Leela Fireside in our Austin office (512) 475-4233.

Sincerely,

Paul Carmona
Division Chief
Consumer Protection and Public Health Division