

The Business Credit Pro

NACM Houston



National Association of Credit Management

Today's Resource for the Busy Credit Professional

SUPER DAYS

June 21-22, 2005

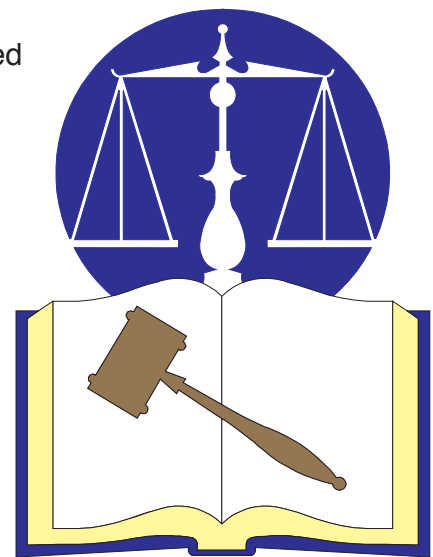
Hot Issue Forum

You are invited to attend our Hot Issue Forum, constructed from issues that affect your business everyday. We will be discussing the new **Bankruptcy Act of 2005** that was just signed into law, **legislation from the Texas State Capital**, and any other issues with which you may be concerned.

Lunch will be provided by the Lasagna House – a wonderful Italian feast!

If you have any questions or comments, please contact Matt McGruder at 281.228.6100 ext. 1318.

NACM Houston
10887 Wilcrest Drive
Houston, TX 77099



Congratulations to our most recent designees:

Caroline Skipp, CBA
Tyco Valves & Controls

Chris Brashears, CBA
Sulzer Pumps Houston, Inc.

Deborah Neville, CBA
Shell Chemical LP

Kathleen Quill, CBA
NACM Houston

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The Business Credit Pro

NACM Houston

10887 Wilcrest
P.O. Box 721348
Houston, TX 77272-1348
www.nacmsouthtexas.org

Phone/Fax

| | |
|------------------------|-------------------|
| Business Offices | 281.228.6100/6122 |
| Accounting | 281.228.6100/6153 |
| Adjustment Bureau | 281.228.6161/6122 |
| Industry Credit Groups | 281.228.6100/6123 |
| Collections | 281.228.6161/6151 |
| Credit Reporting | 281.228.6150/6120 |

Officers and Directors

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Dunn Enterprises

Vice Chairman

Jay Wald, CCE 713.328.6322
Core Laboratories

Second Vice Chair

Madeline Sprague, CCM 713.319.1479
Wells Fargo HSBC, The Trade Bank

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NACM Houston

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Turtle & Hughes

Susan Nash, CBF 713.861.6171
Precision Flamecutting & Steel

Kelly Wilson 281.485.2755
Associated Welding

Carol Zingelmann, CCE 281.285.1965
Schlumberger Technology Corp.

Corporate Counsel

Craig Powers 713.535.5528
Cokinos, Bosien & Young

CONGRATULATIONS TO OUR OLYMPIANS!!!

April Olympians

| | | |
|----------------------|---------------------------------|-----|
| Leanne Pease, CCE | Equistar Chemicals LP | 2.0 |
| Susan Nash, CBF | Precision Flamecutting & Steel | 1.0 |
| Shelley Jones | El Paso Corp. – Merchant Energy | .20 |
| Doug Seckel | Eagle USA Global Logistics | .20 |
| Lisa Childress | Bison Building Material Inc. | .20 |
| Shannon Salenius | Flooring Services of Texas Ltd. | .20 |
| Mary Ellen Schroeder | Goodman Manufacturing Co. | .20 |

Thank you!!!

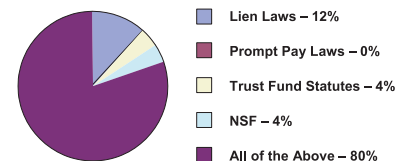
NACM Houston would like to thank **Gulf & Basco LP** for donating a new microwave oven. Your generous donation is very much appreciated!



Super Tuesday/Super Wednesday Flash Poll Results

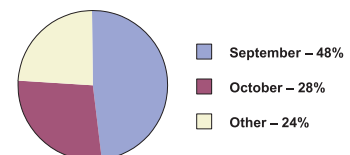
Question #1: For what type of laws does NACM actively lobby?

Answer: All of the above



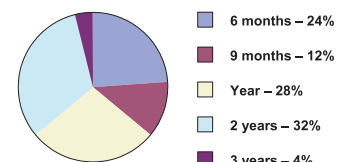
Question #2: What date does the new bankruptcy law go into effect?

Answer: October 17, 2005 (180 days after signed into law by the President)



Question #3: The Texas State Legislature meets every:

- a. 6 months d. 2 years
b. 9 months e. 3 years
c. Year



Answer: 2 years

NACM Houston



National Association of Credit Management

Your Business Credit Trade Association
dedicated to improving the performance
of today's business credit community.

Directory

NACM Houston

10887 Wilcrest
P.O. Box 721348
Houston, TX 77272-1348
www.nacmsouthtexas.org

Main Phone Number 281.228.6100
Toll Free 866.252.NACM
Main Fax 281.228.6122
Industry Credit Groups Fax 281.228.6123

Staff Extensions

Accounting

Controller, Bernard Forde 1450

Administration

President, Kathleen Quill, CAE, CBA 1400
Vice President, Michele Hamby 1360
Executive Assistant, Rosie Prosser 1405

Education

Education Manager 1410

Industry Credit Groups

Nat'l Group Rep, Deana Gardner 1300
Local Groups Rep, Matt McGruder 1317

Membership

Membership Marketing Specialist, Gretchen Neel 1317

Legislative Issues

President, Kathleen Quill, CAE, CBA 1400

**NACM Houston
Business Credit Services**

Main Phone Number 281.228.6100
Adjustments & Workouts 281.228.6100
Collections 281.228.6161
Credit Reports 281.228.6150
Toll Free 866.252.NACM
Remote Access 281.228.6142
Credit Reporting Fax 281.228.6121
Collections Fax 281.228.6122

Staff Extensions

Adjustments & Workouts

A & W Manager, Robert H. Davis 1370

Collections & Investigations

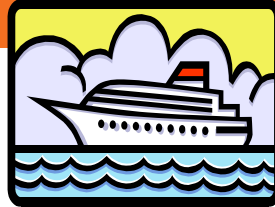
Collections Manager, Jim Vogt 1430

Credit Interchange

Credit Interchange Manager, Steve Krischke 1480
Interchange Supervisor, Wanda Love 1341
Special Reports, Deidre Henry 1350

*Both NACM-Houston and
NACM Business Credit Services exist
for and because of you. Any questions or
specific needs are not just welcome, but
the reason we are here. Please call us.*

NACM Houston's 99th Annual Meeting & Workshop



**Wednesday • July 20, 2005
11:30am – 2:00pm**

**Keynote Speaker: Davy J. Tyburski
Founder of CreditandSales.com**

- Acknowledgement of our outgoing 2004-2005 Board Chairman, Ronnie Archer, CCE
- Installation of new Directors and Officers
- NACM's 2005 Credit Executive of the Year
- Excellence in Credit Award
- Recognition of Olympian Club Members
- Honorary Member Award

But first, you don't want to miss Davy's dynamic morning workshop...

Heroic Actions to Strengthen Your CreditandSales Relationship!

8:30am – 11:30am

Presented by: Davy J. Tyburski, Founder of CreditandSales.com

Interested? Keep a look out for further details!

COST

Workshop Only: \$69 Annual Meeting Only: \$40

Workshop & Annual Meeting: \$104*

*30 recipients will receive scholarships that have been allotted for those members who wish to attend both the Workshop and the Annual Meeting. These scholarships are on a first-come first-served basis for those companies who participate in the Scholarship Fund, so make your reservation now!

CONTACT

To register, or for more information, please contact Gretchen Neel at 281.228.6100 ext. 1317 or gneel@nacmsouthtexas.org.

More information to follow as the event approaches.

NACM Credit Manager's Index (CMI)

| | CMI-Total | CMI-Manufacturing | CMI-Service |
|-----------|-----------|-------------------|-------------|
| April '05 | 59.3 | 58.5 | 60.2 |
| May '05 | 57.3 | 57.5 | 57.1 |
| % Change | -3.37% | -1.71% | -5.15% |

WHAT'S COMING UP???

NACM Houston June/July Education Calendar

NACM Scholarships are available!

| Date | Event, Presenter | Times and Event Type |
|-----------------|--|----------------------|
| June TBA | Standby Letters of Credits <i>Presenter: Madeline Sprague, CCM/Wells Fargo HSBC Trade Bank</i> This workshop promises to be packed with all you need to know about Standby Letters of Credit. You will learn basic types of Standby Letters of Credit and their uses, domestic and international Standby Letters of Credit, bid and performance bonds, foreign guarantees, security agreements and letters of credit. | TBA |
| June 2 - Sept 1 | Accounting <i>Instructor: Ronnie Archer, CCE, Dunn Enterprises</i> This course qualifies for and is required to attain CBA certification. This course presents an introduction to basic financial accounting. Students begin at square one, learning the foundation of accounting principles. As the language of business, accounting is essential to business professionals. | 6:00-9:00pm |
| June 12 | Certification (CBA, CBF, CCE) Exam Credit Congress Test Date For more information, please contact the NACM-National Education Dept. at 410.740.5560. | |
| June 12-15 | 109th Annual Credit Congress & Exposition Ernest N. Morial Convention Center, New Orleans, Louisiana | |
| June 16 | Credit Reports: Reading between the Tradelines (YCER) <i>Presenter: Steve Krischke, NACM Houston</i> Learn to choose and use the right report for the best possible price to help you make the right credit decision. We'll cover all available products, how to choose, how to spend the least \$\$ for the most information you want, reading what the report DOESN'T say, access methods, and much, much more! You'll leave feeling confident that you can use these tools like a pro! | 7:45-9:45am |
| June 20 | Application deadline for the July 25, 2005 CBA, CBF, CCE Designation Exams For more information, please contact the NACM-National Education Dept. at 410.740.5560. | |
| June 20-30 | Graduate School of Credit and Financial Management (GSCFM*) Dartmouth College, Hanover, NH For more information please contact the NACM-National Meetings Dept. at 410.740.5560. | |
| June 23 | Exam Reviews <i>Presenter: Ronnie Archer, CCE, Dunn Enterprises</i> This session is designed for those persons who are registered to take the CBA or CBF Exams in July 2005. | 11:30am-1:00pm |
| June 24 | Introduction to Financial Analysis <i>Presenter: Jim Shreve, FTD Resources</i> This seminar is designed for those that require a more in-depth understanding of financial/accounting terms, how to interpret key information from financial statements and the process of performing a credit analysis. This workshop will provide participants an understanding of the accounting terms and principles deployed in the generation of financial statements. Attendees gain a firm perspective of the analysis process and how to interpret financial information. | 8:30am-4:30pm |
| June 27 | Teleconference: Reclamation and Stoppage of Delivery <i>Presenter: Bruce Nathan, Esq.</i> For more information, please contact the NACM-National Meetings Dept. at 410.740.5560. | 2:00-3:00pm |
| June 29 | GBG Teleconference: General Services Administration Vendor Payables <i>Hosted by Financial Operations & Disbursement Division</i> For more information, please contact the NACM-National Meetings Dept. at 410.740.5560. | |

NOTE: This is a tentative schedule. For prices contact your NACM Houston Education Director at 281.228.6100. Dates, times and presenters on all scheduled events are subject to change. All events will be held at the NACM Houston Conference Center, 10887 Wilcrest Drive, Houston, TX 77099. Call 281.228.6100 or see us (www.nacmsouthtexas.org) for directions or registration information.

A BIG thanks to all of the Golf Outing sponsors

Accountemps
Allied Concrete
American Check Management
Andrews, Myers, Coulter & Cohen PC
Associated Welding Supply
Atlas Air Conditioning Co.
Birdwell Co.
Business Credit Services
Credit Alternatives
Daily Court Review
Dunn Enterprises, Inc.
eCredit
Ferguson Enterprises
JD Herberger & Associates PC
Marek Brothers Systems Inc.
National Oilwell Varco Inc.
Nationwide Credit Services



Oakhurst Golf Club
OneCreditSource.com
Royal Baths Manufacturing Co.
Securance Corp. Agency
Schlumberger Technology Corp.
Transit Mix Concrete & Materials Co.
Trustmark National Bank
Tyco Valve & Controls

See page 9 for photo highlights!!!



Mark Your Calendars

ALL SOUTH CONFERENCE

September 14-16, 2005
Birmingham, Alabama

To register, please visit
www.nacmbirmingham.com



Direct Hire – Temporary
Preview – Contract

Specialist in Staffing Credit and Collections Professionals

Credit Alternatives
1800 West Loop South, Suite 1050
Houston, Texas 77027
(713) 355-8100
Fax - (713) 355-7475

YOUNG CREDIT EXECUTIVES ROUNDTABLE

Credit Reports: Reading Between the Tradelines

Presented by Steve Krischke, NACM Houston

Learn to choose and use the right report for the best possible price to help you make the right credit decision. We'll cover all available products, how to choose, how to spend the least \$\$ for the most information you want, reading what the report DOESN'T say, access methods, and much, much more! You'll leave feeling confident that you can use these tools like a pro!

June 16, 2005

Registration/Networking/Breakfast: 7:45–8:15am

Program: 8:15–9:45am

Cost: \$5 per person

Contact Gretchen Neel at 281.228.6100 ext. 1317, gneel@nacmsouthtexas.org, or fax 281.228.6123 to make your reservation!

To participate in YCER, you should have 5 years or less experience in the industry... if you have more, ask about being a mentor for the group!

The new Young Credit Executives Roundtable is designed to provide up-and-coming credit professionals with a forum for effective and confident decision-making in regards to business credit information, financial analysis and collection practices. Through a series of education and networking forums, attendees will walk away with enhanced knowledge of how to's for credit management, collections finance, personnel performance management, technology and more! Each course will be taught by an industry professional speaker who understands the bottom-line impact on your company and that you must have a strong grip on credit and collections basics.

Member companies may attend one YCER meeting at only \$5 per attendee. Thereafter, the company must have a group membership for \$100 whereby it may send as many representatives as wished to each meeting for \$5 per attendee. Monthly YCER fees will be billed semi-annually (June and December) unless another payment method is chosen.

Name: _____

Title: _____

Company: _____

Mailing Address: _____

City/State/Zip: _____

Phone #: _____ Fax #: _____

E-mail: _____

Payment **MUST** be received before attending the class.

Payment: Check # _____ Bill My Company* Online Bill Pay
 American Express Visa MasterCard Discover

Credit Card #: _____ Exp. Date: _____

Signature: _____ Date: _____

(*Only available to members who can receive an e-mailed invoice.)

Mail: NACM Houston, Attn: Gretchen Neel, 10887 Wilcrest Drive, Houston, TX 77099

Fax: Attn: Gretchen Neel at 281-228-6123 • Phone: 281-228-6100 ext. 1410

Cancellations within 72 hours will be billed. Substitutions always welcome.

2005 National Groups Calendar

| DAY | DATE | GROUP | CITY | HOTEL |
|-------------|------------|-------|------------|--------------------------------|
| Wed/Thu | June 8-9 | NAEC | Lake Tahoe | Caesar's Tahoe |
| Thursday | Aug 18 | NASP | Las Vegas | FLAMINGO |
| Thu/Fri | Sept 8-9 | NOSS | Houston | Sheraton North IAH |
| Thu/Fri | Sept 22-23 | NWNPS | Las Vegas | TBD |
| Sun/Mon/Tue | Oct 9-11 | TRMG | Phoenix | Renaissance Hotels and Resorts |

Did you know?

As of March 31, 2005, there were 21,039 national NACM members.

www.nacmsouthtexas.org

WELCOME NEW MEMBERS!!!

Advantage Interests Inc.
 Ameri-Forge Group
 Bailiff Enterprises Inc.
 Chevron Texaco Global Aviation
 Goldmark Distribution, Inc.
 Northwest Roof Tile & Metal
 Shannon, Martin, Finkelstein & Sayre, P.C.

AGING ACCOUNTS

Have you ever wondered how you can give your local NACM assistance in building a stronger organization? One way is by sending in your aging, so the strength of the database will increase. Whether or not you have a reporting contract, we would like to see your aging coming down the credit interchange lane. We can take your aging in paper or electronic form. If you have a reporting contract, you will save from \$.50 to \$2.00 on your report price. Help us build a strong and powerful database. Look out D&B, NACM is coming on strong!

www.acmft.net | American Check Management | 800.759.6786



- > **Check Guarantee Program**
Taking the risk out of accepting payment from your customers by check.
- > **EFT Program: Bringing Your Bank to Your Desktop**
Capturing your customers' payments by phone, fax or the Internet and processing them efficiently and quickly with the speed of technology from your desktop.
- > **Credit Card Acceptance Program**
Reducing your credit card processing fees which will lower your costs of accepting customer payments by credit card.
- > **Customized Online Bill Pay**
NEW

4 **Four**
Great Programs

1 **One**
Greater Goal
Improving your credit department's performance



Ocean Bank Building - 2nd Floor | 10950 S.W. 88th Street | Miami, FL 33176
800.759.6786 | 786.264.7000 | www.acmft.net

NACM HOUSTON'S ANNUAL GOLF OUTING



Monique Aquiluz from Accountemps accepts the Mulligan Prize.



First Place Team (from scorecard playoff) from Freedman Foods.



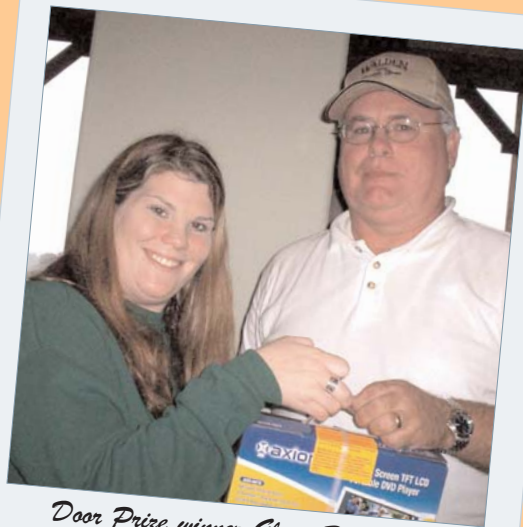
Longest Drive and Longest Putt Winners Kathy Daniel and Glenn Bailey.



Closest to the Hole winners Lia Wagner and Tom Kuhn.



Door Prize winner Tom Kuhn with NACM President Kathleen Quill.



Door Prize winner Glenn Bailey with NACM's Gretchen Neel.

2005 SUPER TUESDAY & SUPER WEDNESDAY SCHEDULE

2005 Dates Program Topics

| | |
|--------------|--|
| June 21 & 22 | Hot Issues Forum |
| July 20 | Annual Meeting |
| Aug. 16 & 17 | Work Place Do's & Don'ts |
| Sep. 20 & 21 | The Price: Part 3 |
| Oct. 18 & 19 | Credit Jeopardy |
| Nov. 22 & 23 | Sarbanes Oxley & the Credit Department |
| Dec. 20 & 21 | Collections Jeopardy |

Presenters

| |
|-------------------------------------|
| NACM Emcee |
| Davy Tyburski |
| TBD |
| NACM Emcee |
| NACM Emcee |
| Craig Power/Cokinos, Bosien & Young |
| NACM Emcee |

Menu

| |
|--|
| Lasagna and Penne Alfredo with Chicken |
| Enchilada Fiesta |
| Rib Eye Steak |
| Chicken Parmesan & Penne Pasta in Pomodoro Sauce |
| Tur-Duc-Hen |
| Grilled Spiced London Broil |

Make your reservations now!

Online: www.nacmsouthtexas.org

Fax: 281.228.6120

Phone: 281.228.6100

Come try our menu! New caterers for 2005:

Logan Farms Honey Baked Hams (Kirby & Rice Location)

Mama Ninfas

Lasagna House

Bailey Connor Catering

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | | |
|--|--|---|---|--|--|----------|----|----|
| | | | 1 | 6:00pm: Accounting | 2 | 3 | 4 | |
| 5 | 6 | 11:30am: BLMT | 7 | 8 | 6:00pm: Accounting | 9 | 10 | 11 |
| | | | | NAEC Meeting (Lake Tahoe, NV) | | | | |
| 12 | 13 | 14 | 15 | 7:45am: YCER 8:30am: HRIS | 16 | 17 | 18 | |
| 2005 Credit Congress | | | | | | | | |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 | | |
| | Exam Applications due to National 6:00pm: Executive Committee Meeting | 10:00am: Membership Committee Meeting 11:30am: BLMT 11:30am: ELEC 11:30am: HAC 5:45pm: Board of Directors Meeting | 11:30am: CONT 11:30am: WELD 11:30am: INTL 11:30am: INDS 11:30am: OFSS | 11:30am: ADME 11:30am: Exam Reviews 6:00pm: Accounting | 8:30am: Introduction to Financial Analysis | | | |
| | | Super Days | | | | | | |
| Graduate School of Credit and Financial Management | | | | | | | | |
| 26 | 27 | 28 | 29 | 30 | | | | |
| | 11:30am: Focus Group 2:00 pm: Reclamation and Stoppage of Delivery Teleconference | 11:30am: PLUM | 11:30am: CHEM | 11:30am: STLM 6:00pm: Accounting | | | | |
| Graduate School of Credit and Financial Management | | | | | | | | |