



february superdays

February 17 & 18

Stump the Attorneys (Bring Your Tough Questions & Get FREE Advice)

Carl Doré Jr., Esq., Doré Law Group
John Herberger, Esq., JD Herberger & Associates
Jason Walker, Esq., Andrews Myers

International Credit Executives Group Meeting Speaker:

Presenter: Jennifer Hudgens, Kreller Group
Topic: Foreign Corrupt Practices Act

DETAILS:

- Lunch begins at 11:30am
- Lunch is \$26 per person; \$31 for walk-ins
- Not a member of a group? Contact Phaedra Vaughner for information on joining: pvaughner@nacmgs.org

Group Meetings

Tuesday, February 17:

10:30am: Contractors Supply
Heating & Air Conditioning Group

12:30pm: Building Materials
Electrical Supply

Wednesday, February 18:

10:00am: International Credit Executives Group

12:30pm: President's Circle
Oilfield Service & Supply

NACM Gulf States
Houston Conference Center
10887 S. Wilcrest Drive
Houston, TX 77099

**For more information or
to register, please call:**

281-228-6100
or register online
TODAY!



Cancellations received 72 hours prior to group meetings and Super Days luncheons will be honored. Cancellations not received in the stated timeframes and no-shows will be billed. Qualified substitutions are welcome. Written email or fax verification will be issued by NACM Gulf States.

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NACMLouisiana

2, 4 Groups Calendar - February

NACM Gulf States

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Collections	281-228-6100/6122
Credit Reporting	281-228-6100/6120
Sales	281-228-6100/6151
Louisiana	504-885-3897/504-780-9346

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Dave McMillen, CCE 713-551-0361

Corporate Counsel

Carl Doré Jr., Esq. 281-829-1555
 Doré Law Group

2015 National Group Meetings

Mar 20	National Oilfield Service Supply Group Houston, TX	8:30am-5:00pm
Apr 19-21	Transportation Revenue Management Conference Colonial Williamsburg Resort Hotels - Williamsburg, VA	8:30am-5:00pm
Apr 24	National Oilfield Service Supply Group Lafayette, LA	8:30am-5:00pm
Aug TBD	National Wholesale Nursery Group Dallas, TX	8:30am-5:00pm
Oct 11-13	TRMG Fall 2015 Meeting The Mining Exchange - Colorado Springs, CO	8:30am-5:00pm

Regional Group Meetings

Apr 23-24	Texas Statewide Construction Credit Group Houston, TX	8:30am-5:00pm
Apr 23	Plumbing & Water Works Group Houston, TX	10:00-11:00am
Apr 23	Drywall Supply Group Houston, TX	2:00-5:00pm

Local Group Meetings for February

Feb 10	New Orleans Electrical Suppliers Drago's Restaurant - Metairie, LA	12:00-1:30pm
Feb 11	Hotel Restaurant & Institutional Supply Group Teleconference	9:30-10:30am
Feb 12	Baton Rouge Building/Industrial Suppliers Drusilla's Place - Baton Rouge, LA	12:00-1:30pm
Feb 17	Contractors Supply Group NACM Conference Center - Houston, TX	10:30-11:30am
Feb 17	Electrical Supply Group NACM Conference Center - Houston, TX	12:30-1:30pm
Feb 17	Building Materials Group NACM Conference Center - Houston, TX	12:30-1:30pm
Feb 17	Heating & Air Conditioning Group NACM Conference Center - Houston, TX	10:30-11:30am
Feb 18	International Credit Executives Group NACM Conference Center - Houston, TX	10:00-11:30am
Feb 18	Oilfield Service and Supply Group NACM Conference Center - Houston, TX	12:30-1:30pm
Feb 18	President's Circle Meeting NACM Conference Center - Houston, TX	12:30-1:30pm
Feb 19	Steel & Metal Supply Group Jax Grill - Houston, TX	11:30am-1:00pm
Feb 19	New Orleans Building/Industrial Suppliers Andrea's Restaurant - Metairie, LA	12:00-1:30pm
Feb 24	Louisiana Institutional Food Group Capitol City Produce - Baton Rouge, LA	11:30am-1:00pm



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

Directory

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P.O. Box 721348
Houston, TX 77272-1348
www.nacmgs.org

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Administration
President, Kathleen Quill, CAE, CBA 1400
Executive Assistant, Becky Showers, CGA 1405
Louisiana Division, Henry Albert, CGA 1560

Membership/Education/Groups, Debra Martin, CM, CGA 1317

Legislative Issues
President, Kathleen Quill, CAE, CBA 1400

NACM Business Credit Services

Main Phone Number 281-228-6100
Adjustments & Workouts 281-228-6100
Collections 281-228-6100
Credit Reports 281-228-6100
Sales 281-228-6100
Toll Free 866-252-NACM
Remote Access 281-228-6142
Credit Reporting Fax 281-228-6121
Collections Fax 281-228-6122
Sales Fax 281-228-6151

Staff Extensions

Collections
Manager, Frank Edmond 1430

Distressed Business Services
Int'l Collections
Manager, Gerald Clements 1370

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

Key Accounts & Special Products
Manager, Byron McKinney, CGA 1465

Both NACM Gulf States 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.

january newmembers

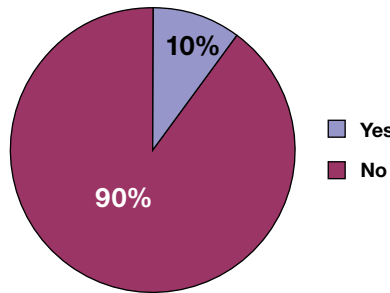
Bistro Le Cep
Builders First Source
C&J Energy
Custom Lighting
Dohrn Transfer Company
Flooring Services
G&P Trucking
GSE Lining Technology, Inc.
LB Foster
Lucullus, Inc.
Mainland Concrete
Pine Island Chemical Solutions
Sanjel Corporation
Yancey's Ready Mix

january olympians

Jackie Chafin
Diana Early
Chrissy Garcia
Deena Hassouneh

flashpoll

Is your company prepared for the EMV credit card liability issues effective October 2015?



Credit card fraud and hacking— we've all seen the headlines!

Now is not the time to "read between the lions." Learn exactly how to protect your company and be prepared for the compliance deadlines of EMV credit card processing.

March Super Days Topic: EMV Compliance

Come with Us to Washington!

You are invited to join the NACM Gulf States Government Affairs Committee as we visit our legislators in Washington, DC on March 18-19, 2015. Help assure that the interests of all business credit grantors are considered in the current session! To help defray airfare and lodging expenses, several \$1800 reimbursement scholarships are now available to members.

Please contact
Becky Showers
(bshowers@nacmgs.org)
or Kathleen Quill at
281-228-6100.



February Industry Group Meetings

For more information, please contact Carolyn Lewis Pajeaud at 504-885-3897 or carolyn@nacmgs.org.

Feb 10

New Orleans Electrical Suppliers Group

Drago's Restaurant
3232 N. Arnoult Rd.
Metairie, LA 70002
504-888-9254
www.dragorestaurant.com

Feb 12

Baton Rouge Building/Industrial Group

Drusilla's Place
3482 Drusilla Lane
Baton Rouge, LA 70809
225-923-0896
www.drusillaplace.com

Feb 19

New Orleans Building/Industrial Suppliers Group

Andrea's Restaurant
3100 19th Street
Metairie, LA 70002
www.andreasrestaurant.com

Feb 24

Louisiana Institutional Food Group

Capitol City Produce
16550 Commercial Ave
Baton Rouge, LA 70816



January Report

The January CMI report from NACM has joined the ranks of the cautiously optimistic. After two consecutive months of slippages, the monthly economic indicator's combined score moved forward to 55.1 in January, up from 54.9 in December.

"This is certainly not a spectacular turnaround as the index was at 55.8 and 57.0 in November and October, respectively," said Chris Kuehl, Kansas City-based NACM economist. "The fact is January's reading is still the third lowest in the past year, but it is trending in the right direction this month."

The survey of business-to-business credit professionals measures activity in manufacturing and service sectors, including credit applications, collections and extensions.

Slight improvement in readings for unfavorable factors sent a positive message because the numbers have held close to the line between contraction and expansion. "Only one reading remains under 50 compared with last month, which had three," Kuehl said. "While there's nothing to suggest an imminent boom, it would appear that conditions have started to improve."

Highlights include a 3.5 gain in dollar collections, which "signals that companies are paying their bills more regularly," Kuehl said. A pullback in credit activity, however, suggests "there is more caution within the credit community as a whole, and that is affecting the number of applications as well as the amount of credit extended."

View the complete [CMI report for January 2015](#) for a full breakdown that includes commentary on the manufacturing and service sector results, and data tables and graphics. [CMI archives](#) may also be viewed on NACM's website.

National Wholesale Nursery Group

Houston, TX • January 15-16, 2015

Special thank you to Scott O'Brien of Vantiv for his education session.

Next meeting will be held in August 2015.



what's coming up?

DATE	EVENT, PRESENTER	TIME
Feb 9	Analyzing Financial Statements Presenter: Ron Sereika, CCE, CEW, CooperVision, Inc. If you would like to know how to analyze financial statements and learn about ratios, this webinar is for you. It will teach you how to maneuver around financial statements and find what you are looking for. We will cover how to analyze balance sheets, income statements and statements of cash flow as well as what ratios mean and how to calculate and interpret them to help you make sound decisions based on the information you have. For more information on this NACM-National webinar , click here .	2:00–3:30pm
Feb 13	Getting Your Equipment to a Foreign Land: Understanding Ex-Im Bank International Credit Executive Invitational # 3 Guest Guide: Joseph Ringer, Director, U.S. Export-Import Bank You're on the adventure into a foreign land. Be sure you've got the right insurance and terms for this journey. Your experienced guide will lead you through export credit insurance and financing for export of capital equipment. For more information on this NACMGS event , click here .	12:00–1:00pm
Feb 18	Navigating Your NACM Website Presenter: Natalie Wriston, NACM Gulf States Your Personal Field Guide to the NACM Gulf States Member Page & Credit Reporting Database The presentation includes a review of how to navigate the NACM database when pulling credit reports and accessing members-only information. Whether you are new to NACM Gulf States, newer staff with your company or a longtime member with a need to see updates and get a simple refresher on reading report date, this webinar will focus on this valuable member benefit. For more information on this NACMGS webinar , click here .	2:00pm
Feb 18	Trust but Verify: How to Use Construction Trust Fund Statutes to Get Paid Presenter: Rebecca Hicks, Esq., Hicks Law Group PLLC Many states have enacted construction trust fund statutes to protect subcontractors' and suppliers' right to payment. The statutes provide an additional tool for the savvy credit manager to collect on troubled accounts. Some of the statutes add personal liability and they can have beneficial effects to help your priority in a bankruptcy setting. In this seminar, you will learn what trust funds are, which states have construction trust fund statutes, how to use the statute to assert a claim to the funds, and how to use the statute in bankruptcy to improve your priority. For more information on this NACM-National webinar , click here .	2:00–3:00pm
Feb 22–26	Financial Statement Analysis 2: Credit and Risk Assessment Instructor: George Schnupp, CCE, Anixter, Inc. This intermediate financial analysis program has been designed for credit analysts and managers seeking a comprehensive understanding of a company's total operating performance and financial condition as well what's behind the numbers in financial reports. It is designed to improve the credit professional's ability to analyze and interpret financial statements leading to quality credit risk assessment. The program gives equal weight to the process of financial reporting, the analysis and interpretation of financial statements and the steps required to write a quality credit line recommendation. This certificate session is held at NACM-National offices in Columbia, MD. For more information, click here .	
Feb 23	Better Credit Management Today Presenter: Roger Reed, CCE, Ferguson Enterprises/Air Cold Supply Improved qualifying of accounts, faster turns on money (collections), reduced charge-offs; streamlined process, procedure enhancements, more productive communication, stronger and repeatable performance. Incremental improvement at times may look like only pennies on the dollar. However, even the smallest of gains can cause a rippling effect, going beyond multiplicative positives to exponential results. Big is not always better, but better is always big. Far too often we look beyond the elemental essentials of the step-by-step, day-by-day discipline that fuels any and every incremental improvement. Improvement is not sexy, it is definitely not cliché and, for the most part, it is never unintended. It is purposeful, it is clear, it is sober, it is real. It is one more, done correctly, complete, and then one more, and then... For more information on this NACM-National webinar , click here .	2:00–3:00pm
Feb 24	Basic Business Grammar and Communication Skills Presenter: Kathleen Quill, CAE, CBA, NACM Gulf States This is a great refresher course for anyone who wants to brush up on their grammar and communication skills. This workshop will cover letters and memos, email and phone etiquette, as well as the proper usage of commonly misused grammar. For more information on this NACMGS workshop , click here .	8:30–11:30am
Mar 2	Financial Statement Analysis I - The Woodlands, TX Presenter: Fred Mansky, CCE, Blue Line Rentals The goal of this course is to improve the participant's ability to translate financial statement numbers into a meaningful map for business decisions. Participants will be able to approach financial statements with enhanced confidence and understanding of a firm's historical, current, and prospective financial condition and performance. Prerequisite: Accounting. This class will be held at the Blue Line Rentals offices. For more information on this NACMGS certification course , click here .	6:00–9:00pm, Mondays
Mar 2	The Present Issues and the Future of ePayments Presenter: Ron Clifford, Esq., Blakeley & Blakeley LLP Businesses have shifted most processes to online or electronic-based systems and payments on open invoices are no exception. Payments via ACH and wire are now commonplace alternatives to payments by check. However, there is an emerging field of alternative payment channels that promise to exceed the conveniences and security of today's forms of electronic payments. Credit cards and alternative cash vehicles, such as Bitcoin, are changing the landscape of electronic payments. In this webinar we will discuss the state of today's most common forms of	2:00–3:00pm

what's coming up?

DATE	EVENT, PRESENTER	TIME
	<p>ePayments and discuss the legal and cost issues surrounding them. We will also discuss practical ways to ensure that the credit department is in legal compliance with today's electronic payment channels and learn how to lessen the impact that the cost of these payment channels have on the bottom line. Attendees will gain a fundamental understanding of the present and future of electronic payments, as well as practical problem solving solutions to common issues that these payment channels present. For more information on this NACM-National webinar, click here.</p>	
Mar 4	Battle of the Forms Presenter: Jim Fullerton, Esq., Fullerton & Knowles, P.C. You have learned the importance of having good contract and credit terms. In today's world, electronic and facsimile mail is sent back and forth between you, your customers, or your vendors discussing a sale of goods. What if nothing is ever signed? When do you have an enforceable contract? Will the terms in the offer or the terms in the purchase order control when they are in conflict? How do you win the "Battle of the Forms" in a Uniform Commercial Code sale of goods? It is easier to establish terms in an initial offer. It is more difficult to change terms in a response. The party that sent the initial offer has an advantage. All buyers and sellers would prefer to "fire the first shot" in the Battle of the Forms by making the first firm offer. For more information on this NACM-National teleconference , click here .	2:00–3:30pm
Mar 11	From Less Paper to Paperless: Paperless Initiatives in the Credit Department Presenter: Bob Karau, CICP, Robins, Kaplan, Miller & Ciresi LLP You have read about the increased savings from eliminating paper in the workplace. While there are significant savings to be realized from eliminating paper, paper storage and the negative environmental impact, these initiatives can have significant operational advantages, high-yield benefits and leverage next generation innovations. In 2012, presenter Bob Karau began a less-paper initiative in his credit department. The idea was not to go to a paperless work environment (which seemed unrealistic at the time), but to a less-paper environment. Since 2012 this concept has progressed into a virtual paperless credit and collection environment. Finance has joined in the initiative and in 2014, Bob joined a group of leaders tasked with transforming their global workplace into a paper-less and paperless environment. For more information on this NACM-National webinar , click here .	2:00–3:00pm
Mar 13	Presenting to Small Claims Presenter: Richard Fulton, Esq., Coats Rose Those big claims can eat up time and resources; you can spend a lot of time "hungry." Learn a surefire method to take down a smaller claim. Preparation and presentation of a small claims case is not like telling a story to a friend. Learn how to file the claim, serve your claim and how to present your claim in court. Be sure you know what the different statutes of limitations are. Be confident when you make your case and know what to do next when you receive a judgment in your favor. For more information on this NACMGS workshop , click here .	8:30–11:30am
Mar 16	Bankruptcy Rumbblings: How to Best Position Your Company in Advance of Customer Bankruptcy Presenter: Bruce Nathan, Esq., Lowenstein Sandler LLP Credit executives often deal with financially distressed customers at risk of bankruptcy some time in the future and grapple with when they should be taking steps to reduce their exposure. This session discusses the early warning signs characterizing troubled companies at risk of a future bankruptcy filing and the available sources of information from which they can learn of these warning signs. Numerous examples of these signs will be discussed. Recent case studies will be presented to show how all these warning signs accumulate and point toward the inevitable. There will also be a review of the questions to ask and information to obtain from a financially distressed privately held customer. Credit grantors will find out how they can use this information to negotiate for protection from the risk of nonpayment from, or otherwise utilize the multiple available legal tools that would enable them to reduce terms and otherwise enhance the likelihood of payment of claims against, a struggling customer. For more information on this NACM-National webinar , click here .	2:00–3:30pm
Mar 18	Navigating Your NACM Website Presenter: Natalie Wriston, NACM Gulf States Your Personal Field Guide to the NACM Gulf States Member Page & Credit Reporting Database The presentation includes a review of how to navigate the NACM database when pulling credit reports and accessing members-only information. Whether you are new to NACM Gulf States, newer staff with your company or a long time member with a need to see updates and get a simple refresher on reading report date, this webinar will focus on this valuable member benefit. For more information on this NACMGS webinar , click here .	2:00pm
Mar 20	Understanding Construction Credit Presenter: TBD You already know that commercial construction jobs are complicated, with a lot of parties involved (owner, GC, subcontractors, suppliers, lenders, sureties, etc.). Don't miss this sure-to-be-lively panel session with a construction attorney, a general contractor and a supplier about how to reach your common goal: a paid for, successful construction job. For more information on this NACMGS workshop , click here .	8:30–11:30am
Mar 25	Mediating to Win Presenter: Karen L. Hart, Esq., Bell Nunnally & Martin LLP This seminar will provide an overview of the mediation process, how it works and why sometimes it doesn't. You will learn what to expect in a mediation, when to use it and how you can be better prepared for it; the characteristics of a strong, productive mediator; and how you can make mediation work to your advantage, whether or not a settlement is reached. For more information on this NACM-National webinar , click here .	2:00–3:00pm

For information on all **events held at NACM Gulf States**, contact the [NACM Gulf States Education Department](#) or call 281-228-6100.

For **certification exam registration** contact the [NACM Education Department](#) or call 410-740-5560.

For **teleconferences and all other events**, contact the [NACM Meetings Department](#) or call 410-740-5560.

NOTE: This is a tentative schedule. Dates, times and presenters on all scheduled events are subject to change.

Just Around the Corner – Houston

For more information on any of these events, please contact the Education Department at 281-228-6100 or education@nacmgs.org.

Basic Business Grammar and Communication Skills

Presenter: Kathleen Quill, CAE, CBA, NACM Gulf States

Tuesday, February 24, 2015 • 8:30–11:30am

You do not mistake the roar of a lion; the message is immediate. Yours should be, as well, and should not distract readers with poor grammar or spelling errors. Join this great refresher course for any working adult who wants to brush up on their grammar and communication skills. This workshop will cover letters and memos, email and phone etiquette, as well as the proper usage of commonly misused words and phrasing. You're guaranteed to be a better communicator at the end of this workshop.



Upcoming Certification Classes



Financial Statement Analysis I (The Woodlands)

Presenter: Fred Mansky, CCE, Blueline Rentals

Mondays, March 2–May 4, 2015 • 6:00–9:00pm

The goal of this course is to improve the participant's ability to translate financial statement numbers into a meaningful map for business decisions. Participants will be able to approach financial statements with enhanced confidence and understanding of a firm's historical, current, and prospective financial condition and performance. This class will meet at Blue Line Rentals. Prerequisite: Accounting.

Upcoming International Lunch & Learn Classes

Getting Your Equipment to a Foreign Land: Understanding Ex-Im Bank International Credit Executive Invitational # 3

Presenter: Joseph Ringer, Export-Import Bank of USA

Friday, February 13, 2015 • 12:00–1:00pm

You're on the adventure into a foreign land. Be sure you've got the right insurance and terms for this journey. Your experienced guide will lead you through export credit insurance and financing for export of capital equipment. NACM Conference Center - \$39 (+ Bag Lunch) or \$51 Price per Line for Webinar



Build certification roadmap points, participate in the Credit Managers' Index! Need a reminder? [Sign up](#) to receive an alert email, sent when the survey opens each month.

Coverage of the CMI has appeared in: *Wall Street Journal*, *Business Week*, *LA Times*

Next chance to participate is **February 16-20**. Visit the [CMI survey page](#) any time during these dates to help bring awareness to the credit profession.

Asia Not Worried about Inflation

That is probably a little extreme, but if one looks at the policies being pursued by the region's central banks, it is pretty easy to see that inflation is not the worry that it once was. The central banks in this part of the world have been far more concerned about rising prices in the past than they seem to be now and for good reason. Almost every nation has had extensive and bitter experience with rocketing prices that have gutted their economies. These episodes have been caused by a variety of factors—outside pressures as well as self-inflicted wounds. There have been commodity price surges that triggered general hikes, period of over-investment from outside the country that destabilized the economy, moves to appease voters and unions that rested on overpayment and subsidies. The list is endless and many would assume that these banks would always be on the defensive when it came to inflation. The last few years have challenged that assumption and now the majority of the Asian central banks are far more worried about deflation than inflation and they are becoming more and more like the Bank of Japan every week.

In the last few months, most of the central banks in Asia have been pursuing policies designed to stimulate—Singapore has just become the latest bank to loosen policy in reaction to the collapse in oil prices and the deterioration of domestic demand. They join the central banks of Korea, India and China in taking that step and of course Japan has been engaging in this strategy for years. The expectation is that others will soon follow suit, but there are also nations that are suffering from this overall reversal. Both Japan and Taiwan have very high debt to GDP ratios and these trends are doing them no favors. Japan has a debt to GDP ratio of over 260% and Taiwan is at 191%. In contrast the U.S. is just a little below 100% and is deeply concerned about the impact on the national budget.

The prime motivation for this change has been the price of oil and thus far that has been a bit of mixed situation. The Indonesians are pretty happy about the drop despite the fact they are still an oil producer and are losing money with these lower per barrel prices. The government long ago agreed to healthy fuel subsidies for the population as the expectation was that Indonesia was going to emerge as the Saudi Arabia of Asia. It didn't work out that way as there was far less recoverable oil than assumed, but by this time it was too late and the country had committed to providing really cheap fuel to its very large population. The Indonesians import a great deal of oil and refined product and these price reductions of late have been a boon. Other states that have enjoyed the drop in oil pricing include China and Japan and Korea, as they do not produce much of their own either. The states in Southeast Asia that either now produce oil or had been planning to are not happy and that is why Singapore has been so affected. There is no oil development in this city-state, but there are a great many banks that have been backing oil plays all over the region. The state investment group—Temasek—is also engaged in oil development that no longer looks so lucrative in the short term.

Analysis: The next question is whether the Asian states are going to be required to wade into this fray with a great deal more fiscal activity as opposed to the mostly monetary approach that is taking place right now. This has been a huge issue for every nation on the planet during the slow recovery from the recession. The basic fact is that almost every nation was in serious debt trouble even before the recession and the downturn only made this worse. In previous recessions, the governments turned to fiscal stimulus as the first and most effective strategy, but that has not been an option for governments that were already dealing with massive debt. How is Japan or Taiwan or the U.S. supposed to spend their way out of recession when they would have to borrow all the cash needed? It is akin to getting out of debt with Visa by running up one's MasterCard. Today these nations are facing the same problem—they don't have the fiscal room to act, but it has now become obvious that they really have no choice—debt or no debt. The central banks don't have any ammunition left and it is up to the governments to do something.

Not Every Asian State is Struggling

The majority of the Asian community is feeling the impact of the slowdown in the global economy, but the Philippines is not one of them. The growth in the fourth quarter of last year was an impressive 6.9% and that makes this economy the fastest grower in the region. The reason for this surge is that the government embarked on a major spending spree at the end of the year in order to drive this growth. In other words Benigno Aquino has been taking the risks that others have been unwilling to. The Philippines have been the fastest growing in the region for some time—averaging above 6% growth since the recession.

Analysis: The success of the economy is not entirely due to the spending by the government as exports have risen by over 15% this year and there has been steady growth in the farm sector as well. The key to the government plan has been to push projects that not only employ people, but boost the nation's infrastructure and competitiveness. The manufacturers have been reaping the benefit of this investment in both transportation and the power grid.

Source: *Armada Intelligence Brief*, January 29, 2015, www.armada-intel.com

Keep looking—next month's winner might be YOU!

This Month's
WINNER!
4845

Call 281-228-6100
or email Becky Showers at
bshowers@nacmgs.org
to claim your prize.

Why NACM?

"Everything I have learned about credit has been through NACM and I greatly value my membership. The information gained by being part of an industry credit group is real-time trade information, which is an invaluable tool in a fast-paced credit organization."



Cindy Wilson
Consolidated Electrical Distributors
Electrical Supply Industry Credit Group



Tip of the Month

The Curious Case of Liens & Missing Releases



You almost *never* see releases of liens on NACM National Trade Credit Reports. Ever wonder why?

The owner has to initiate filing the release and, often, has to pay some serious actual \$\$ to do the filing, as well as go to the courthouse. Most of them either don't want to or won't do that, so they just hold onto the release and present it if and when the lien ever becomes an issue. Because so few releases are actually filed, your NACM doesn't sweat posting releases very much and we don't chase them in public records. If your customer presents you with one and wants any lien released to show that, we are happy to show it released on the credit report (if and when you send us a copy)!

M&M liens only have a shelf life of two years anyway, unless converted to a judgment, so many owners just let time take care of it.

Don't worry if your customer says they have releases and we don't show it on the credit report. Odds are, the customer (this time) is right!

Kathleen E. Quill, CAE, CBA, NACM Gulf States



For more information or to register, please call:
281-228-6100
or reserve your seats online **TODAY!**

DON'T MISS THIS ONE

NACM Gulf States Community Members

\$39 to attend in person (\$10 for lunch)

\$51 to attend via internet

*no attendance limitations via internet

The objective of this educational opportunity is to allow each of you to participate in the education meetings of the International Credit Executives and to share NACM Gulf States as THE resource with those you work with.

So whether you bring your lunch and join us around the NACM Gulf States "watering hole" or call in from the office with five or six of your "herd," come experience the International Credit Executives group and their invitation to you!

International Credit Executives Group Lunch & Learn Invitational

Friday, February 13, 2015

Noon-1:00pm

Getting Your Equipment to a Foreign Land: Understanding Ex-Im Bank

Joseph Ringer, Regional Director,
Export-Import Bank of USA

Texas Statewide Construction Credit Group

Austin, TX • January 23, 2015

Meeting and visit to the Capitol

Next meeting will be held in April 2015



Austin Visit

On January 22, members of the **Texas Statewide Construction Group** and the **NACM Gulf States Board Governmental Affairs Committee** traveled to Austin, Texas for their annual legislative visits. As in previous years, NACM members provided our legislators with issues of concerns to business credit. Thank you to all who participated.



2015 superdays

DATES

- Feb 17 & 18 (Tue/Wed)
- Mar 17 & 18 (Tue/Wed)
- Apr 21 & 22 (Tue/Wed)
- May 19 & 20 (Tue/Wed)
- Jun 24 (Wed)
- Jul 21 & 22 (Tue/Wed)

THEME

- What's in Your Trunk?
- Read between the "Lions"
- A Different Perspective
- Run with Your Herd
- Annual Meeting:
Survival of the Fittest
- Honing Your Skills

DATES

- Aug 18 & 19 (Tue/Wed)
- Sep 22 & 23 (Tue/Wed)
- Oct 20 & 21 (Tue/Wed)
- Nov 17 & 18 (Tue/Wed)
- Dec 9 (Wed)

THEME

- Better Together
- Can a Leopard Change His Spots?
- Stay off the Endangered Species List
- We've Got Your Back
- Holiday Gala:
Bringing up the Next Generation

february 2015

sunday

monday

tuesday

wednesday

thursday

friday

saturday

1	2	3	4	5 6:00pm - Business Credit Principals	6 8:30am - Oil & Gas Mechanical & Mineral Liens 12:00pm - International Finance Lunch & Learn #2	7
8	9	10 12:00pm - New Orleans Electrical Group Mtg	11 9:30am - Hotel Restaurant and Institutional Supply Group Mtg - Teleconference 11:30am - Houston Energy Group Mtg	12 12:00pm - Baton Rouge Building Group Mtg 5:30pm - Board Mtg 6:00pm - Business Credit Principals	13 12:00pm - International Finance Lunch & Learn #3	14
15	NACM GS Holiday 16	17 10:30am - CONT Group Mtg 10:30am - HAC Group Mtg 12:30pm - BLDG Materials Group Mtg 12:30pm - ELEC Group Mtg	18 12:30pm - OFSS Group Mtg 1:00pm - President's Circle Mtg 2:00pm - Navigating Your NACM Gulf States Database Webinar	19 11:30am - STML Group Mtg 12:00pm - New Orleans Building Supply Group Mtg 6:00pm - Business Credit Principals	20	21
Super Days						
22	23	24 8:30am - Basic Business Grammar 11:30am - Louisiana Institutional Food Group Mtg	25	26 6:00pm - Business Credit Principals	27	28



SAVE THE DATE

NACM Gulf States Annual Golf Scramble

CYPRESS LAKES GOLF CLUB
18700 Cypresswood Dr.
Cypress, Texas 77429

DATE: Monday, May 4, 2015

COST:

- \$99 per player *before* April 3, 2015 (PLUS, eligibility for the early bird prize: a \$50 Academy gift card!)
- \$126 per player *after* April 3, 2015 (includes box lunch, greens, cart, dinner and drinks)
- \$399 for a foursome (includes box lunch, greens, cart, dinner and drinks, *plus* hole sponsorship)

For more information,
please call:
281-228-6100

March 2015

sunday

monday

tuesday

wednesday

thursday

friday

saturday

1 6:00pm - Financial Statement Analysis	2	3	4	5 6:00pm - Business Credit Principals	6	7
8 6:00pm - Financial Statement Analysis	9	10 12:00pm - New Orleans Electrical Group Mtg Hotel Restaurant Industrial Supply Group Meeting (Book Only)	11	12 12:00pm - Baton Rouge Building/Industrial Suppliers Group Mtg 6:00pm - Business Credit Principals	13 8:30am - Presenting to Small Claims	14
15 6:00pm - Financial Statement Analysis	16	17 10:30am - CONT Group Mtg 11:30pm - Louisiana Institutional Food Group Mtg 12:30pm - BLDG Materials Group Mtg 12:30am - CHEM Group Mtg 12:30pm - ELEC Group Mtg	18 12:00pm - New Orleans Building Supply Group Mtg 1:00pm - President's Circle Mtg 2:00pm - Navigating Your NACM Gulf States Database Webinar	19 8:00am - NOSS Mtg 11:30am - STML Group Mtg 6:00pm - Business Credit Principals	20 8:30am - Understanding Construction Credit	21
Super Days						
22 6:00pm - Financial Statement Analysis	23	24	25	26 6:00pm - Business Credit Principals	27	28
29 6:00pm - Financial Statement Analysis	30	31				



**AMERICA'S CENTER
ST. LOUIS, MISSOURI**

NACM's 119th Credit Congress & Exposition explores the all-American beauty and vitality of St. Louis. The Gateway City beckons NACM with Midwestern hospitality, May 17-20, 2015.

Join NACM for the largest gathering of business credit professionals in the United States to share in the celebration of professional excellence—the multitude of educational and networking opportunities and so much more.

Visit creditcongress.nacm.org to "Meet Me in St. Louis."



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