



# Is Your Life on Auto-Pilot?

Then put the control back in your hands with professional certification.  
After all, the sky's the limit.

**COST: Members: \$250**  
**Members of another Affiliate: \$350**  
**Non-members: \$450**

## **CREDIT BUSINESS ASSOCIATE - CBA** **Business Credit Principles (BCP0108)**

Presenter: Barbara Snider, CCE  
January 7 – March 24, 2008  
6:00pm to 9:00pm – Mondays  
Cost of book, tax and shipping: \$62.73

## **Accounting (BFA0608)**

Presenter: Ronnie Archer, CCE  
June 5 – August 21, 2008  
6:00pm to 9:00pm – Thursdays  
Cost of book, study guide, tax and shipping (estimate): \$222.89

## **Financial Statement Analysis I (FSAI0908)**

Presenter: Martha Hirsch, CCE  
September 11 – December 1, 2008  
6:00pm to 9:00pm – Thursdays  
Cost of book, tax and shipping (estimate): \$63.81

## **CREDIT BUSINESS FELLOW - CBF**

### **Financial Statement Analysis II (FSAII0108)**

Presenter: Wayne Hicks, CCE  
January 15 – April 1, 2008  
6:00pm to 9:00pm – Tuesdays  
Cost of book, tax and shipping: \$170.98

## **Business Law (BLAW0608)**

Presenter: Daniel Pacious, Esq.  
June 3 – August 19, 2008  
6:00pm to 9:00pm – Tuesdays  
Cost of book, study guide, tax and shipping (estimate): \$200.15  
Note: This book is also used for Credit Law

## **Credit Law (CLAW0908)**

Presenter: Daniel Pacious, Esq.  
September 9 – November 25, 2008  
6:00pm to 9:00pm – Tuesdays  
Cost of book, study guide, tax and shipping (estimate): \$200.15  
Note: This book is also used for Business Law

For detailed information on the certification process, contact the NACM Certification Program  
For more registration information, contact the Education Department at 281-228-6100: 1200  
or education@nacmsouthtexas.org.



## inside *Preview*

- 2 **Flash Poll**
- 3 **Credit Manager's Index**
- 3 **New Designees**
- 3 **Welcome New Members!**
- 3 **Holiday Gala Photos**
- 4 **Enforcement of a Foreign Arbitral Award**
- 4 **A Message From Linda Bost, CCE**
- 5 **January Education**
- 6 **Be an Olympian**
- 6 **November Olympians**
- 7 **More Holiday Gala Photos**
- 8 **Toys for Tots**
- 8 **Happy New Year**
- 9 **What's Coming Up???**
- 10 **Did You Know?**
- 10 **ASA Petitions Texas Supreme Court ...**
- 11 **January Super Days**
- 11 **January Calendar**

**NACM Houston**

10887 Wilcrest  
P.O. Box 721348  
Houston, TX 77272-1348  
[www.nacmsouthtexas.org](http://www.nacmsouthtexas.org)

**Phone/Fax**

Business Offices	281-228-6100/6122
Accounting	281-228-6100/6151
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**

**Chairman**

Rosalind Turner 281-854-1909  
Royal Baths Manufacturing Co. Ltd.

**First Vice Chairman**

Ed Baldwin, CCE 713-221-2646  
Wesco Distribution Inc.

**Second Vice Chairman**

Charley Paup, CCE 713-937-0600  
Act Pipe & Supply Ltd.

**Treasurer**

Skip Kline 281-210-2703  
Frontier Materials Concrete

**Chair Emeritus**

Madeline Y. Sprague, CTP 713-216-4279  
JPMorgan Chase

**President**

Kathleen Quill, CAE, CBA 281-228-6100  
NACM Houston

**National Director**

Ronnie Archer, CCE 713-869-4841  
Dunn Enterprises Inc.

**Directors**

Karen Bennett 281-878-5633  
Grant Pride Co.

Charles Dunlap 713-219-1302  
Southwestern Controls

Doug Dunlap, CCE 713-895-5623  
BJ Services

John Herberger, Esq. 281-920-4700  
JD Herberger & Associates

Brenda Keener 713-847-1827  
Gulf & Basco LP

Lou Mulligan, CBF 713-868-8725  
National Oilwell Varco Inc.

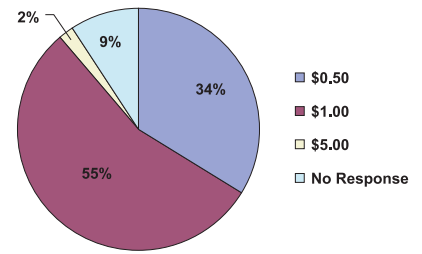
Carol Zingelmann, CCE 281-782-6154

**Corporate Counsel**

Carl Doré Jr. Attorney at Law 281-829-1555  
Doré & Associates, Attorneys, PC

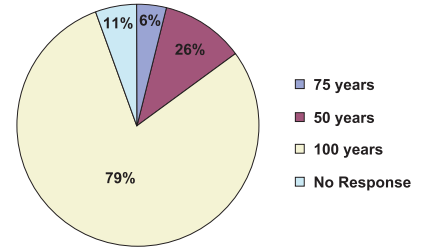
**NACM Houston membership costs less than \$ \_\_\_\_\_ per day.**

The correct answer is \$1.00.



**In 2006, NACM Houston celebrated \_\_\_\_\_ of advancing credit.**

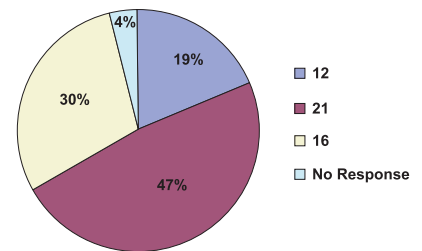
The correct answer is 100 years.



**There is a total of \_\_\_\_\_ national and local groups offered by NACM Houston.**

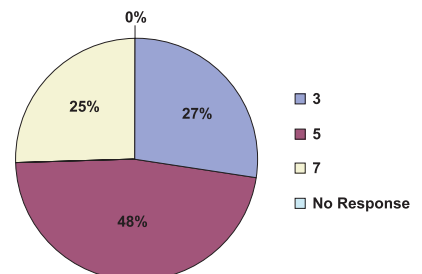
The correct answer is 21, and we have one regional group Chemical Supply Group. Please see the list of local and national groups below:

- Advertising Media
- Building Materials
- Contractors Supply
- Electrical Supply
- Heating & Air Conditioning
- Hotel Restaurant & Institutional Supply
- Houston Energy Credit
- Industrial Supply
- International Credit Executives
- National Abatement & Safety Products
- National Air Express & Cargo
- National Oilfield Service & Supply
- National Rail Transportation Credit
- National Transportation Credit
- National Truck & Trailer Lessors
- National Waste Water Equipment Manufacturers
- National Wholesale Nursery Products
- Oilfield Service & Supply
- Plumbing Supply
- Steel & Metal
- Transportation Revenue Management



**NACM Houston offers how many major reports?**

The correct answer is 5. Experian, Equifax, NACM, D&B and FCIB (primarily international).





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](http://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  
Vice President of Finance & Administration, Bernard Forde 1450

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

Education 1200

Industry Credit Groups  
Nat'l Groups Manager, Deana Gardner 1300  
Local Groups Manager, LaQ'iana Lewis 1318

Membership  
Manager, Ellen Neuwirth-Hirsch 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**

Collections  
Manager, Frank Edmond 1430

Out-of-Court Workouts & Int'l Government Affairs  
Manager, Robert H. Davis 1370

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

Sales & Services  
Manager, Byron McKinney 1465

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 Credit Manager's Index**

View the current Credit Manager's Index report online!

Click here, or visit <http://www.nacm.org/cmi/cmi.asp>.

Did you know you can view the archived reports back through January 2003?

Check it out!

**New Designees**

NEW **CBA** Designees  
Brett Wilder, CBA – NCI Building  
Linda Reyes, CBA – Master Tile West, Inc.

NEW **CBF** Designee  
Deborah Neville, CBF – Shell Chemical

**Welcome New Members!**

**Controlled Fluids Inc.**  
**Allis Chalmers Energy Inc.**  
**Walkercom, Inc.**  
**Comcast Spotlight**  
**Crestmark TPG LLC**  
**Hercules Offshore Inc.**

**NACM Houston 2007 Holiday Gala**  
**"Holiday Magic"**



# Enforcement of a Foreign Arbitral Award

The recent *Murphy Oil USA, Inc. v. SR Intern'l Bus. Ins Co.*, ruling below enforces the strong benefit of international arbitration and the support of the New York Convention versus state law rulings. This is one of many examples of how this Convention works on the federal level in international transactions.

In a non-reinsurance case, but one which addresses the conflict between state insurance laws affecting arbitration and international arbitration law, an Arkansas federal court denied a motion to enjoin an insurer from enforcing its right to arbitrate under its excess insurance policy. After the insurer sought arbitration arising out of claims from an oil spill resulting from Hurricane Katrina, the insured sought to enjoin the insurer from arbitrating by arguing that Arkansas state law rendered the agreement to arbitrate unenforceable. The insured claimed that the McCarran-Ferguson Act superseded the New York Convention, so that Arkansas law would prevail. In denying the insured's motion, the court held that the New York Convention superseded the McCarran-Ferguson Act. The court's reasoning included the legislative history of the McCarran-Ferguson Act, which appears to limit the Act to domestic commerce and the principle of international comity. According to the court, "[t]o allow parties to international agreements to rely on state-law defenses to render arbitration clauses unenforceable would damage the fabric of international commerce and trade and would diminish the willingness of foreign businesses and individuals to enter into international commercial agreements."

As noted in our recent FCIB/NACM Day, the benefits of international arbitration continue to be the favored mechanism for resolution and payment on an international debt.

Robert H. Davis  
Manager, Out-of-Court Workouts  
International Government Affairs  
NACM/Business Credit Services  
rdavis@nacmsouthtexas.org



## A Message From Linda Bost, CCE Energy DSO Coordinator and Instructor at NACM Houston

In order to be successful in today's business environment, you must be a good leader. Taking and teaching NACM courses has given me the opportunity to learn and develop leadership skills. Someone told me that if you are not going forward with your career, you are standing still. In corporate America, standing still is deadly. NACM keeps me moving forward.

Linda Bost, CCE  
Energy DSO Coordinator  
Wilson Industries LP



**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

# January Education

Jan 7 - Mar 17

## BUSINESS CREDIT PRINCIPLES

Instructor: Barbara Snider, CCE

NACM Houston Conference Center

This course qualifies for and is required to attain CBA certification. This course provides students with a fundamental understanding of business credit procedures and policy. This course provides information about credit investigation and evaluation along with an overview of legal issues affecting the extension of commercial credit.

Jan 15 - Apr 1

## FINANCIAL STATEMENT ANALYSIS II

Presenter: Wayne Hicks, CCE

NACM Houston Conference Center

This course qualifies for and is required to attain CBF certification. A prerequisite for the class is Basic Financial Accounting or the equivalent. Financial Statement Analysis I is a plus. This course provides students with an intermediate level understanding of how to interpret financial statements issued by corporations and recommend credit limits.

Jan 16

## MOVE UP IN LINE TO BE PAID:

### SECURE YOUR CONSTRUCTION RECEIVABLES

Presenter: Greg Powelson, Director of NACM's MLBS

NACM Houston Conference Center

Construction credit is unique. From back charges to retainage, construction oriented credit managers need to be experts in maximizing the leverage provided by the lien process from a national perspec-

tive. From collecting job information through foreclosure, participants should be prepared for a fast-paced manager's view of building the optimal construction credit department.

Jan 18

## COLLECTION MANAGEMENT

Presenter: Jim Shreve, FTD Resources

NACM Houston Conference Center

Participants who complete this training program should be able to: understand how to set and achieve their collection goals for business accounts, identify the reasons and early warning signs of a delinquency problem, understand how to conduct telephone collection calls, send effective delinquency letters, monitor collection activity and decide when to use an attorney for collection matters.

Jan 21 & Jan 28

## GET YOUR MESSAGE ACROSS—PRESENTATION SKILLS PART 1 AND 2

Presenter: Leanne Pease, CCE

This two part workshop will develop and enhance your presentation style and turn even the driest, most mundane information into a dynamic, compelling presentation. No matter what the subject, deliver your message with poise and power. Give your words an appeal that captures attention and leads in inspiration—whoever your audience is.

For more information on any of these classes, please contact NACM Houston Education Dept. at 281-228-6100:1200 or [education@nacmsouthtexas.org](mailto:education@nacmsouthtexas.org).

### Payment preferred before first class date.

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

Mail: NACM Houston, Attn: Education Dept.

10887 Wilcrest Dr., Houston, TX 77099

Fax: Attn: Education Dept. at 281-228-6123

Phone: 281-228-6100:1200

Email: [education@nacmsouthtexas.org](mailto:education@nacmsouthtexas.org)

## NACM HOUSTON EDUCATIONAL SCHOLARSHIPS

The Scholarship Fund is a restricted, designated fund administered by NACM Houston. Use of the Fund is allowable only for the furtherance of professional education of business credit professionals through the awarding of scholarships to specified conferences, clinics, workshops, seminars, courses, meetings and NACM professional designation fees.

To receive a scholarship from the Scholarship Fund, each member company requesting the scholarship must meet the following criteria:

1. Member must be in good standing with NACM Houston.
2. Member must contribute to the voluntary Scholarship Fund.
3. Scholarships must be available for the education event that the member is requesting the scholarship for.
4. Member must complete the required Scholarship Application Form to be considered for the scholarship they are requesting. The Scholarship Application Form must be submitted to the NACM Houston office two weeks or ten days prior to the requested educational opportunity, except for All South and Credit Congress.

\_\_\_ Yes! I am interested in applying for a scholarship for this course. (Scholarship application deadline: 2 weeks before class start date.)

Mail: NACM Houston, Attn: Education Dept.

10887 Wilcrest Dr., Houston, TX 77099

Email: [education@nacmsouthtexas.org](mailto:education@nacmsouthtexas.org)

Fax: Attn: Education Department at 281-228-6123

Phone: 281-228-6100:1200

AMERICAN CHECK MANAGEMENT

New!

e-mmediate<sup>SM</sup>  
... an electronic payment product

Guarantee Your Electronic Payments... and FAST!

Combining EFT and Check Guarantee into one payment product can completely eliminate returned checks for 30-40% less than credit card costs. It's money in the bank!

EFT + Check Guarantee = e-mmediate!

800-759-6786  
786-264-7000  
sales@acmef.net  
www.acmef.net

**ACME**  
AMERICAN CHECK MANAGEMENT

OCEAN BANK BUILDING - SECOND FLOOR • 10950 SW 88TH STREET • MIAMI, FL 33176

# Be an Olympian!

Refer prospective members to NACM and you might win the gold!

## Contest Dates: Now thru May 31, 2008

Prizes Awarded at Annual Meeting

**Earn 1 point** for every company you refer that joins NACM Houston as a new member.

**Earn 0.2 points** for every referral that becomes an associate member.

You will even **earn points** for referring new associate members at your own company!

## Olympian Club Membership

- Sprint into this prestigious club by earning at least 1 point
- Be publicly recognized for your efforts
- Be rewarded with prizes from a prize catalog
- The more points you earn, the better the prize level

### Gold Prize

Highest point total (minimum of 5 points) wins!  
Drawing in case of a tie.

### Silver Prize

Second-highest point total (minimum of 2 points) wins!  
Drawing in case of a tie.

### Bronze Prizes

Five prizes awarded by lottery drawing for qualified referrals.  
Member's name entered into lottery once for each referral.  
Better odds for more referrals!



## PRIZES

### Gold

\$250 American Express Gift Card

### Silver

\$100 American Express Gift Card

### Bronze

5 different prizes

For more information contact:

**Ellen Neuwirth-Hirsch**

Phone: 281-228-6117

Fax: 281-228-6123

E-mail: [eneuwirth@nacmsouthtexas.org](mailto:eneuwirth@nacmsouthtexas.org)

## November Olympians

James Criswell – 1.0

Charles Dunlap – 1.0

Karen Bennett – 1.0

Brenda Keener – 1.0

Janet Morris – 1.0

Rosalind Turner – 0.2

Debbie Melder CCE – 0.2

Barbara Adkison CCE – 0.2

Doug Dunlap CCE – 0.2

Gloria Gutzman – 0.2

# NACM Houston 2007 Holiday Gala "Holiday Magic"



Thanks to the following sponsors whose generosity helped to make the Holiday Gala a magical evening:

## PLATINUM:

Royal Baths Manufacturing Co. Ltd.

## SILVER:

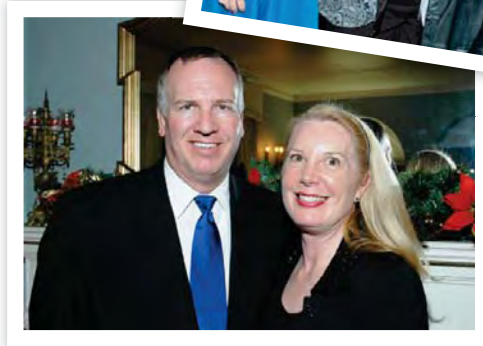
Securance Corporation Agency  
Credit Alternatives

## BRONZE:

Gulf Coast Concrete and Shell Inc.  
Dunn Enterprises Inc.  
Texas Process Equipment Company  
Schlumberger Technology Corporation  
Act Pipe & Supply Inc.  
Andrews Myers Coulter & Cohen PC  
Experian  
Frontier Materials Concrete LLC  
Equifax  
Doré & Associates, Attorneys, PC  
American Check Management

## SPECIAL THANKS:

Wesco Distribution Inc.  
Hollywood Express Productions  
Bank of America NA  
Rosalind Turner  
Brenda Keener  
Dan Ducharme



*It's all right here.*

NACM's 112th  
Credit Congress  
Exposition  
May 18-21, 2008  
LOUISVILLE  
KENTUCKY



[www.nacm.org](http://www.nacm.org)

# Toys for Tots



We wish to express our sincere appreciation to the NACM Houston membership, Board of Directors, staff and our partners for their overwhelming generosity in supporting this annual event. Through this cooperative effort, we are able to assist the United States Marine Corps Toys for Tots Campaign by providing toys for needy children in our community and through proceeds of our Silent Auction to provide support for the Hope Shelter for Boys.

A special thanks to the following companies for allowing us to place Toys for Tots boxes in their workplace:

**ACT Pipe & Supply Inc.**  
**American Steel Buildings**  
**Century Asphalt Materials**  
**Colorado Electric Supply, Ltd.**  
**Credit Alternatives**  
**Dunn Enterprises, Inc.**  
**Eads Co.**  
**Electronic Custom Distributors**  
**Energy Steel Products, Corp.**  
**Enterprise Leasing**  
**Key Electrical Supply**  
**Lighting Inc.**  
**Marek Brothers Systems, Inc.**  
**Martin Preferred Foods**  
**Merchants Metals**  
**NACM Houston**  
**Namasco**  
**National Oilwell Varco, Inc.**  
**North American Pipe Co.**  
**Prosperity Bank**  
**Rexel Summers Electric Co.**  
**Royal Baths Manufacturing Co. Ltd.**  
**Scientific Drilling**  
**Southern Star Concrete**  
**TIW Corporation**  
**Turtle & Hughes, Inc.**  
**Waste Management**  
**Waukesha Pearce Industries, Inc.**  
**Wesco Distribution, Inc.**  
**Westheimer Plumbing & Hardware, Inc.**  
**Wildcat Electric Supply, Ltd.**  
  
**Waste Management for providing  
collection boxes and liners**



## From NACM Houston

We appreciated doing business with you this past year, and are grateful to you for allowing us to help you:

- Choose the best credit reports for your business
- Consult with you about your account status and company growth
- Resolve your collection issues
- Add to your Association membership by referring potential members
- With your educational needs
- Exchange credit data by attending the trade group meetings
- Build a better database by supplying your A/R aging
- Find ways to increase your productivity

"It is my pleasure to answer when you call; truly, that is why I am here."

– Paulette Taylor-Okibe, CBA

"I look forward to continuing to service your credit needs in the upcoming year."

– Maureen Brennan

"My goal is to increase the benefits that you derive from your Association by providing the best customer care possible ... I listen to you, for clarity. Thanks, again, for your loyalty and trust."

– Byron S. McKinney, Corporate Sales Manager NACM Houston



# what's coming up???

NACM HOUSTON JANUARY 2008 EDUCATION CALENDAR

DATE	EVENT, PRESENTER	TIME
Jan 7 - Mar 17	<b>Business Credit Principles</b> <i>Instructor: Barbara Snider, CCE</i> NACM Houston Conference Center This course qualifies for and is required to attain CBA certification. This course provides students with a fundamental understanding of business credit procedures and policy. This course provides information about credit investigation and evaluation along with an overview of legal issues affecting the extension of commercial credit. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.	6:00-9:00pm
Jan 7 - Apr 18	<b>Accounting Course</b> <i>Instructors: Angela Brent, CPA and Meredith Mostochuk, CBA</i> For more information, please contact the NACM Education Dept. at 410-740-5560.	
Jan 7 - Mar 28	<b>Business Law Course</b> <i>Instructor: Mark Berman, Esq.</i> For more information, please contact the NACM Education Dept. at 410-740-5560.	
Jan 7 - Mar 28	<b>Credit Law Course</b> <i>Instructor: Mary Ann Blackmore, CCE</i> For more information, please contact the NACM Education Dept. at 410-740-5560.	
Jan 9	<b>Teleconference: Effective and Innovative Uses for Credit Insurance</b> <i>Presenter: Buddy Baker</i> For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Jan 11	<b>Deadline to Apply for an NACM Scholarship</b> For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Jan 15 - Apr 1	<b>Financial Statement Analysis II</b> <i>Presenter: Wayne Hicks, CCE</i> NACM Houston Conference Center This course qualifies for and is required to attain CBF certification. A prerequisite for the class is Basic Financial Accounting or the equivalent. Financial Statement Analysis I is a plus. This course provides students with an intermediate level understanding of how to interpret financial statements issued by corporations and recommend credit limits. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.	6:00-9:00pm
Jan 16	<b>Move Up in Line to Be Paid: Secure Your Construction Receivables</b> <i>Presenter: Greg Powelson, Director of NACM's Mechanic's Lien and Bond Services</i> NACM Houston Conference Center Construction credit is unique. From back charges to retainage, construction oriented credit managers need to be experts in maximizing the leverage provided by the lien process from a national perspective. From collecting job information through foreclosure, participants should be prepared for a fast paced manager's view of building the optimal construction credit department. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.	8:30-11:30am
Jan 18	<b>Collection Management</b> <i>Presenter: Jim Shreve, FTD Resources</i> NACM Houston Conference Center Participants who complete this training program should be able to: understand how to set and achieve their collection goals for business accounts, identify the reasons and early warning signs of a delinquency problem, understand how to conduct telephone collection calls, send effective delinquency letters, monitor collection activity and decide when to use an attorney for collection matters. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.	8:30am-4:30pm
Jan 20	<b>FCIB's International Credit Risk Management Online Course</b> For more information, please contact FCIB at 410-423-1840.	
Jan 21	<b>Paperwork Deadline for Nationwide Certification (CBA, CBF, and CCE) Exams</b> For more information, please contact the NACM Education Dept. at 410-740-5560.	
Jan 21 & Jan 28	<b>Get YOUR Message Across – Presentation Part 1 &amp; 2</b> <i>Presenter: Leanne Pease, CCE</i> This two-part workshop will develop and enhance your presentation style and turn even the driest, most mundane information into a dynamic, compelling presentation. No matter what the subject, deliver your message with poise and power. Give your words an appeal that captures attention and leads in inspiration—whoever your audience is. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.	8:30-11:30am
Jan. 23	<b>Teleconference: Art of Credit Management</b> <i>Presenter: Eddy Sumar, CCE, CICE</i> For more information, please contact the NACM Meetings Dept. at 410-740-5560.	

---

**DATE**      **EVENT, PRESENTER**

---

**Jan. 24-25**      **Legal Workshop: Credit Applications**

**Presenters:** *Wanda Borges, Esq., Bruce Nathan, Esq., Deborah Throne, Esq.*  
Columbia, MD  
For more information, please contact the NACM Meetings Dept. at 410-740-5560.

**Jan. 24-25**      **FCIB Forest Products Export Credit Group Meeting**

Las Vegas, NV  
For more information, please contact FCIB at 410-423-1840.

**Jan. 27- Feb. 1**      **Financial Statement Analysis I**

**Presenter:** *James McIntyre, CCE*  
Columbia, Maryland  
For more information, please contact the NACM Meetings Dept. at 410-740-5560.

**Jan. 28**      **Accounting Course**

**Instructors:** *Angela Brent, CPA and Meredith Mostochuk, CBA*  
Registration begins for May Course. For more information, please contact the NACM Meetings Dept. at 410-740-5560.

**Jan. 28**      **Business Law Course**

**Instructor:** *Mary Ann Blackmore, CCE*  
Registration begins for May course. For more information, please contact the NACM Meetings Dept. at 410-740-5560.

**Jan. 28**      **Credit Law Course**

**Instructor:** *Mark Berman, Esq.*  
Registration begins for the May course. For more information, please contact the NACM Meetings Dept. at 410-740-5560.

It's so easy to register! Just call the Education Dept. at 281-228-6100:1200, or email [education@nacmsouthtexas.org](mailto:education@nacmsouthtexas.org).  
Don't hesitate to make your call today! Scholarships are available! CEU points are awarded for most classes!

NOTE: This is a tentative schedule. Dates, times and presenters on all scheduled events are subject to change. All events, excepting teleconferences, will be held at the NACM Houston Conference Center at 10887 Wilcrest Drive. [www.nacmsouthtexas.org](http://www.nacmsouthtexas.org)

## Did You Know?

Did you know that credit professionals with a Certified Credit Executive (CCE) certification can expect 10% higher wages than a credit manager without one? NACM proudly offers professional certifications at three different levels: Certified Credit Executive (CCE), Certified Business Fellow (CBF) and Certified Business Associate (CBA). Providing members opportunities for further education is one of NACM's major activities!



## ASA Petitions Texas Supreme Court to Uphold Extension of Little Miller Act Claim Filing Deadline

Through its Subcontractors Legal Defense Fund (SLDF), ASA filed a letter of joinder on November 19 with the Texas Supreme Court in support of a subcontractor's petition for review that seeks to reverse an Appeals Court decision that held that the state law which extends a filing period to the next business day when the deadline falls on a weekend or holiday does not apply to payment bonds claims under the McGregor Act—otherwise known as the Texas' "little Miller Act." In *Myrex Industries v. Suretec Insurance Company*, Myrex (subcontractor) mailed a written notice of payment bond claim to the surety and Proficient Construction Services, Ltd. (prime contractor), after it was not paid for its portion of a public works project. Because the McGregor Act deadline for filing the bond claim fell on Sunday, May 15, 2005, Myrex mailed its notice of claim on the next business day—Monday, May 16, 2005. When neither the prime contractor nor the surety paid Myrex the balance owed, it sued to recover under the statutory payment bond, asserting that its notice was timely because a section of Texas' Code Construction Act provides that if the last day of any legal filing period is a Saturday, Sunday, or legal holiday, the period is extended to included the next business day. While the trial court found in favor of Myrex, the surety appealed. The Court of Appeals reversed the lower court's decision. ASA's letter argues that the Appeals Court ruling sets up a potential trap for unwary subcontractors and suppliers whose claims are valid and take the state laws at their face value. For more information, visit ASA's SLDF Web site.

Source: American Subcontractors Association

## Current Conditions and Direction of the Economy in 2008

When it comes to the economy, current conditions and future expectations for 2008, is your company prepared? Well, you need to be here at NACM Houston for January's Super Days. Manuel Gonzales with the US Small Business Administration will help you set the pace for the New Year.

Please feel free to invite other people from your company to this part of the Super Days event. The cost is \$24 per person for the event, \$27 for walk-ins. Same-day cancellations and no-shows will be billed.

Please sign up at <https://www.nacmsouthtexas.org/login.asp> to come to the event.

**January 22-23, 2008**

**Time: 11:30am-12:30pm**

Industry Credit Group meetings will follow the presentation.

Lunch will be Stuffed Chicken Breast.

If you have any questions or comments, please contact LaQiana Lewis at 281-228-6100: 1318.

NACM Houston

10887 Wilcrest Dr., Houston, TX 77099

January

sunday	monday	tuesday	wednesday	thursday	friday	saturday
		1 New Year's Holiday- Office Closed	2	3	4	5
6	7	8 11:30am-BLMT	9 11:30am-HEC Group Meeting (Centerpoint Energy Tower) 5:45pm-BCS Board Meeting	10	11	12
13	14	15	16	17 8:30am-HRIS 11:30am-ADME	18	19
				Texas Statewide Construction Credit Group Meeting		
20	21 1:30pm-Events Committee	22 10:30am-PLUM Group Meeting 11:30am-BLMT Group Meeting 11:30am-ELEC Group Meeting 11:30am-HAC Group Meeting 5:45pm-Board Meeting	23 10:30am-Membership Committee 11:30am-CONT Group Meeting 11:30am-INDS Group Meeting 11:30am-INTL Group Meeting 11:30am-OFSS Group Meeting	24 11:30am-STLM Group Meeting (Joe's Crab Shack)	25	26
27	28	29	30			