



NACM Houston 2010-2011 Board of Directors

Chairman:	Gary White, CCE, Waste Management
First Vice Chairman:	Carolyn Pavlovsky, CCE, Tyco Valve & Controls North America
Second Vice Chairman:	Don Giallanza, Halliburton Energy Services
Treasurer:	Chris Myers, Credit Alternatives
Chair Emeritus:	Charley Paup, CCE
President:	Kathleen Quill, CAE, CBA
Directors:	Ronnie Archer, CCE, Dunn Enterprises, Inc. Linda Bost, CCE, Cooper Brass International John Herberger, Esq., JD Herberger & Associates, PC Dave McMillen, CCE, Waukesha Pearce Industries, Inc. John Stryker, CBF, Citgo Petroleum Corporation Pam Woodroof, CCE, BJ Services
Counsel:	Carl Doré, Esq., Doré & Associates Attorneys, PC

NACM Houston Business Credit Services 2010-2011 Board of Directors

Chairman:	Carolyn Pavlovsky, CCE, Tyco Valve & Controls North America
Vice Chairman:	Don Giallanza, Halliburton Energy Services
Ex-Officio:	Gary White, CCE, Waste Management
President & Secretary:	Kathleen Quill, CAE, CBA
Treasurer:	Bernard Forde
Directors:	Susan Nash, CBF, TIW Corp Jay Wald, CCE, Core Laboratories Inc. Carol Zingelmann, CCE, Tyco Valve & Controls North America
Advisory Directors:	Don Jeffers, CBF, Michigan Peat Company Robert Verhage, StarTex Power

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NACM Houston

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

Phone/Fax

Business Offices	281-228-6100/6122
Accounting	281-228-6100/6151
Adjustment Bureau	281-228-6100/6122
Industry Credit Groups	281-228-6100/6123
Collections	281-228-6100/6122
Credit Reporting	281-228-6100/6120
Sales	281-228-6100/6151

Officers and Directors

Chairman

Gary White, CCE 713-423-1814
Waste Management

First Vice Chairman

Carolyn Pavlovsky, CCE 713-986-8320
Tyco Valve & Controls North America

Second Vice Chairman

Don Giallanza, 281-988-2186
Halliburton Energy Services

Treasurer

Chris Myers 713-355-8100
Credit Alternatives, LLC

President

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

National Director

Chris Myers 713-355-8100
Credit Alternatives, LLC

Directors

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

Linda Bost, CCE 832-601-0751
Copper Brass International

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

Dave McMillen, CCE,
Waukesha Pearce Industries, Inc.

John Stryker, CBF 832-486-5430
Citgo Petroleum Corporation

Pam Woodroof, CCE 713-895-6035
BJ Services

Chair Emeritus

Charley Paup, CCE

Corporate Counsel

Carl Doré Jr., Esq. 281-829-1555
Doré & Associates Attorneys, PC

The highest honor bestowed on an NACM member, the Credit Executive of the Year Award recognizes and honors an individual who has made a significant contribution to the Association through Board, committee or activity involvement.

This year's winner is:

**Pre Moss,
Schlumberger Technology Corporation**

2009–2010 Excellence in Credit Award

The Excellence in Credit Award recognizes a company or companies that provided extraordinary leadership in the field of business credit. This leadership may have been exhibited through participation in NACM through a commitment to the credit education of the company's employees, industry group participation and leadership, taking Association leadership roles or a myriad of other means.

This year's winner is:

StarTex Power

**NACM Houston Wishes Our Association's
Newest Designees CONGRATULATIONS!**

CBA

Fredy Aldana, CBA
Emma C. Cosme, CBA
Patti Flannagan, CBA
Judy Githae, CBA
Diana Martinez, CBA
Victoria Nelson, CBA
Brenda Oprean, CBA
LaDona Owles, CBA
Gustavo A. Paz, CBA
Jennifer True, CBA

CBF

Tracia Booth, CBF
Maria E. Requena, CBF
John M. Stryker, CBF

CCE

Phillip A. Hernandez, CCE
Robert E. Sutton, CCE
Claudia Z. Tynes, CCE
Susan M. Wooley, CCE

CICP

Ernesto Morales, CICP



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 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 Local Groups Coordinator 1318
National Groups 1300
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 281-228-6100
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 Government Affairs Manager, Gerald Clements 1370
Credit Interchange Manager, Steve Krischke 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.

groupscalendar2010

DAY	DATE	GROUP	CITY	HOTEL/LOCATION
Thu-Fri	Jul- 15-16	NOSS	Houston	Crowne Plaza North Greenspoint
Thu-Fri	Jul 22-23	TSWCCG	Austin	TBD
Tue-Wed	Jul 27-28	NWNPS	N/A	Teleconference
Sun-Tue	Oct 10-12	TRMG	Atlanta	Double Tree Buckhead
All-South	Oct 17-20	TSWCCG	Oklahoma	Skirvin Hilton



Operation Enduring Freedom

On behalf of the VMM-261 Command and the Marines, Sailors and Families of the "Raging Bulls", I would like to thank the patriots from NACM for supporting our mission in Afghanistan and our morale from afar. The citizens of your fine city and organization were generous in supporting our squadron's everyday needs, the forward operating Marines and Sailors in country, and the project of our medical staff in bringing food and necessary items for the comfort of women and children in Afghanistan.



It is hard to put into words the gratitude that we have for the members of NACM South Texas. You will be in our hearts and minds forever for the support and aid given during Operation Enduring Freedom.

Julianne M. Barilich
Family Readiness Officer VMM-261

NACM deeply appreciates the dedication and service of our professional instructors this year! The future of the credit profession owes them a debt.

- Ronnie Archer, CCE - Dunn Enterprises, Inc.
- Tom Barber, Esq. - Coats Rose Yale Ryman & Lee, PC
- Linda Bost, CCE - Copper Brass International
- Maureen Brennan - NACM Houston
- Carl Doré, Esq. - Doré & Associates Attorneys, PC
- Frank Edmond - NACM Houston
- Bernard Ellis - Wells Fargo Bank
- Tracy Galimore, Esq. - Andrews Myers Coulter & Hayes, PC
- Brian Gaudet, Esq. - Coats Rose Yale Ryman & Lee, PC
- Wayne Hicks, CCE - MC Tubular Products
- Phyllis Ivy-Weimer - Texas Tax Recovery
- Steve Krischke - NACM Houston
- Gayle Orlando - Wells Fargo Bank
- Daniel Pacious, Esq. - Pacious Law Firm, PLLC
- Leanne Pease, CCE
- Kathleen Quill, CAE, CBA - NACM Houston
- Barry Raybon, Esq. - Coats Rose Yale Ryman & Lee, PC
- Judge Russ Ridgway - Harris County Justice of the Peace Court
- John Stryker, CBF - Citgo Petroleum Corporation
- Jason Walker, Esq. - Andrews Myers Coulter & Hayes, PC
- Brent Wells, Esq. - Wells & Cuellar, PC
- Cindy Wesley - Texas Comptroller of Public Accounts

What is an Olympian?

The Olympian Club is an exclusive club for NACM Houston members who help recruit new member companies to the Association. They are recognized for their efforts and we celebrate their sponsorship of new members.

Membership is the lifeblood of our organization. New members bring new ideas and new experiences, helping to keep NACM a strong and vibrant organization.

Olympian Club members are awarded prizes at the Annual Meeting, escalating in value, based on the number of new members recruited and are recognized in *Business Credit Pro* each month. Additional prizes are awarded for the top two recruiters and the Olympian of the Year, the top recruiter, receives special recognition and appreciation.

Olympian Club Winners for 2009–2010

Olympian of the Year Gold Prize Winner

James Criswell
Credit Alternatives

Olympian Silver Prize Winner

Charley Paup, CCE

Olympian Club Standings for 2009–2010

Life Olympian Level

Linda Bost, CCE	Copper Brass International
Henry Brockman, CCE	(Retired)
Charles Dunlap	Lone Star AC Appliance & Repair
David McMillen, CCE	Waukesha Pearce Industries
Debbie Melder, CCE	Tenaris Global Services
Richard Rentz, CCE	
Jackie Rogers, CCE	
Linda Sparks	West End Lumber
Susan Viereck	Marek Brothers Systems, Inc.
Jim Vogt	Gulf Coast Concrete & Shell, Inc.

Silver Olympian Level

Diane Dancer

Bronze Olympian Level

Ronnie Archer, CCE	Dunn Enterprises, Inc.
Ed Baldwin, CCE	Wesco Distribution, Inc.
Karen Bennett, CBA	Smith International, Inc.
Kevin Chandler, CCE	
James Clem, CCE	MMI Products, Inc.
James Criswell	Credit Alternatives
Doug Dunlap, CCE	BJ Services
Phyllis Feil, CICP	BMC Software, Inc.
Chris Myers	Credit Alternatives
Charley Paup, CCE	
Dick Peterson, CBA	Carrier South Texas
Don Pinkston	Smith International, Inc.
Mary Pouncy, CCE	(Retired)
Tom Sauer, CCE	(Retired)
Robin Shrader Yarbrough	
Madeline Sprague, CTP	JPMorgan Chase Bank NA

2009-2010 Olympians

Nancy Allen	Celadon Trucking Services, Inc.
Ed Baldwin, CCE	Wesco Distribution, Inc.
Karen Bennett, CBA	Smith International, Inc.
Linda Bost, CCE	Copper Brass International
James Clem, CCE	MMI Products, Inc.
James Criswell	Credit Alternatives
Carl Doré Jr., Esq.	Doré & Associates, Attorneys, PC
Charles Dunlap	Lone Star AC Appliance & Repair
Renee Enriquez	United Technologies Company
Lauri McDonald	Nabors Drilling USA LP
Chris Myers	Credit Alternatives
Susan Nash, CBF	TIW Corporation
Paulette Okibe, CBA	Dixie Pipe Sales, Inc.
Charley Paup, CCE	
Glen Sanginario	Fleet One
Barbara Snider, CCE	Crane Energy Flow Solutions
Pam Woodroof, CCE	BJ Services

what's coming up in 2010?

DATE	EVENT, PRESENTER	TIME
Jul 7	Using Credit Insurance (Teleconference) <i>Presenter: Buddy Baker</i> Click here for more information and to register.	2:00–3:30pm
Jul 12	Credit Documentation: First Line of Defense (Teleconference) <i>Presenter: Val Venable, CCE, SABIC Innovative Plastics</i> Click here for more information and to register.	2:00–3:00pm
Jul 13	CBA Exam Review: Session 3 of 3—Financial Statement Analysis I <i>Instructor: Wayne Hicks, CCE, MC Tubular Products</i> This session is part of the CBA exam review package covering the Financial Statement Analysis I class and is designed for those persons registered to take the CBA exam, or those who are just interested in brushing up their knowledge in preparation for a future exam date. Session includes a review and practice questions. Held at the NACM Houston Conference Center.	6:00–8:00pm
Jul 14	Standby Letters of Credit <i>Presenter: Cecil Carder, Wells Fargo HSBC Trade Bank NA</i> This seminar will provide a working knowledge of both domestic and international standby letters of credit: how they work, risks, rights and responsibilities, special uses and structures. Held at the NACM Houston Conference Center.	8:30–11:30am
Jul 14	Credit Investigations and Making Credit Decisions (Teleconference) <i>Presenter: Debbie Wangsgard, CCE, Stock Building Supply</i> Click here for more information and to register.	2:00–3:30pm
Jul 16	Implementing Solid In-house Collection Strategies <i>Presenter: Brent Wells, Esq., Wells & Cuellar, PC</i> Practical information on why knowing your debtor is critical, the key differences between business and consumer debt, factors in deciding whether to pursue collection, locating and notifying the debtor, offering solutions to the debtor, handling denials and extension requests and examples of scenarios you may face. Held at the NACM Houston Conference Center.	8:30–11:30am
Jul 20	Contractual Terms in Your Credit Application <i>Presenter: Jason Walker, Esq., Andrews, Myers, Coulter & Hayes, PC</i> This hands-on workshop will look at actual credit applications and help you know what should be on yours! Learn about personal guarantees, the Fair Credit Reporting Act and why you should beware of contractual terms in purchase orders. Held at the NACM Houston Conference Center.	8:30–11:30am
Jul 21	Economic Issues Affecting the Auto Industry (Teleconference) <i>Presenter: Deborah Thorne, Esq., Barnes & Thornburg LLP</i> Click here for more information and to register.	2:00–3:00pm
Jul 26	Nationwide Certification (CBA/CBF/CCE) Exam Test Date Click here for more information.	
Jul 27	Advanced Oil, Gas & Mineral Liens: So You Filed an Oil & Gas Lien—Now What? <i>Presenter: Carl Doré, Esq., Doré & Associates, Attorneys, PC</i> You know the basics and can file the lien, but what happens next? Take the next step and find out about your rights and responsibilities as the lien makes its way through the legal system. Held at the NACM Houston Conference Center.	8:30–11:30am
Jul 28	Credit Scoring (Teleconference) <i>Presenter: Vernon Gerety, Ph.D., VGA Advisors</i> Click here for more information and to register.	2:00–3:00pm

It's so easy to register! For all events held at the NACM Houston Conference Center, located at 10887 Wilcrest Drive, just email the [Education Department](#) or call 281-228-6100:1200. Also visit the [Professional Education](#) calendar at www.nacmsouthtexas.org for more information.

Don't hesitate to contact us! Scholarships are available! CEU points are awarded for most events!

For certification exam registration, email NACM-National's Education Department or call 410-740-5560.

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

2009–2010 Industry Credit Groups

NACM Houston expresses our sincere gratitude to the outgoing Chairmen and Vice Chairmen. Your service was seasoned with dedication and hard work, along with generous volunteerism—all the necessary ingredients for making your Association one of the best; for that, we THANK YOU!!!

LOCAL CREDIT GROUPS

Advertising Media

KIAH	Holli Turner, Chairman
KTRK	Belinda Benton, Vice Chairman

Building Materials

Action Gypsum Supply	Monica Pedroso, Chairman
Perfection Wholesale Supply Co., Inc.	Tiffany Kerekes, Vice Chairman

Contractor Supply Chair

Accurate Air Systems, Inc.	Monisha Bisor, CBA, Chairman
NTS Mikedon LLC	Martha Sailors, Vice Chairman

Electrical Supply Chair

Graybar Electric Co., Inc.	Frank Delgado, Chairman
HD Supply	Mary Girard, Vice Chairman

Heating & Air Conditioning

ACR Supply LP	Pat Shrader, Chairman
Hunton Trane	John Edwards, Vice Chairman

Houston Energy Credit Chair

Centerpoint Energy	Brandon Blackburn, Chairman
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Hotel, Restaurant & Institutional Supply

US Foodservice	Lolita Isaac, Chairman
SYSCO Food Services Inc.	Barbara Adkison, CCE, Vice Chairman

International Credit Executives

Tyco Valve & Controls	John Deshazo, CCE, Chairman
Wesco Distribution Inc.	Ed Baldwin, CCE, Vice Chairman

Oilfield Service & Supply

BJ Services	Pam Woodroof, CCE, Chairman
TIW Corp	Susan Nash, CBF, Vice Chairman

Plumbing Supply

Ferguson Enterprises Inc.	Ruben Salazar, Chairman
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Steel & Metal Supply

Texas Pipe & Supply Co., Inc.	Carlos Reyes, Chairman
Dixie Pipe Sales Inc.	Paulette Okibe, CBA, Vice Chairman

REGIONAL CREDIT GROUPS

Chemical Supply

Lyondell Chemical Company	Phillip Dever Jr., Chairman
CSD Inc.	Sheila Rooker, Vice Chairman

Southeast Texas Regional

Ritter Lumber Co. Inc.	Sharon Hartford, Chairman
Reily Wesco Electrical Supply	Beth Liddell, Vice Chairman

(continued on page 7)

2009-2010 NATIONAL GROUPS

Chairman

National Air Express & Cargo
Mary Katheryn Flippo, Mallory Alexander

National Rail Transportation Credit
Kay Fearington, CCE, CSX Transportation

National Transportation Credit
Doug Swafford, US Xpress

National Truck & Trailer Lessors
Randy Arpan, Penske Truck Leasing

National Waste Water Equipment Manufacturers
Carolyn Pavlovsky, CCE, Tyco Valves

National Wholesale Nursery
Products & Supply
Deb Andrews, Imperial Nurseries

National Motor Carriers
Diana Early, Pitt Ohio

National Oilfield Service & Supply
Chris Schaeffer, CCE, Wood Group Esp. Inc.

Vice-Chair

National Air Express & Cargo

National Rail Transportation Credit
Bret Brocky, Union Pacific

National Transportation Credit
Jack Krupka, JB Hunt

National Waste Water Equipment Manufacturers
Alan Moskowitz, Sigma Corp

National Wholesale Nursery
Products & Supply
Donna Jamie, Willoway Nurseries, Inc.

National Motor Carriers
Jack Krupka, JB Hunt

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

2009–2010 Committee Reports

Events Committee

The Events Committee had a very successful year in 2009-2010. In December, we held our first lunchtime Holiday Gala. Almost three times as many members attended as did the previous year. Thanks to the generosity of our members, we provided the US Marine Corps Reserve Toys for Tots program with an enormous number of toys for needy children. The silent auction was a smashing success and raised over \$5,500.

In the spring, the Events Committee planned our annual Golf Scramble with attendees enjoying a beautiful day at Raveneaux Country Club. After a hotly-contested win by the team from Waste Management, players enjoyed a networking dinner and the awarding of many prizes.

More than 120 members attended our recent Annual Meeting. We hope that you enjoyed meeting with your fellow credit professionals to see your new board of directors installed and that you had fun participating in our 4th annual dessert auction. Many awards were presented to our generous volunteers, our outstanding instructors and our newest professional designees. Thank you for contributing to a very successful year!

Education Committee

The Education Committee is tasked with equipping the business community with the tools and resources for sound financial management decisions and providing opportunities for professional advancement through quality education for those who seek to further their career in credit and finance. This year over 45 workshops and seminars were scheduled to further the knowledge of our members. Many new topics were covered this year including a four-session "Hands On Credit" series designed for new companies and companies new to credit. In addition, professional certification classes and review sessions were offered to help our members attain their Credit Business Associate and Credit Business Fellow professional designations. The committee extends a hearty thank you to all those members and friends who gave generously of their time and knowledge to further the education and development of credit and finance professionals.

Government Affairs

The Government Affairs Committee spent the past year planning for the next session of the Texas Legislature, which convenes in January 2011. It promises to be a session with some new challenges and perhaps many new faces. It is always worthwhile to take a day to visit our State Representatives and Senators during the session and the coming year will be no exception. Your committee looks forward to serving the needs of our members in this important forum.

The highlight of 2009 was the decision of the Texas Supreme Court to reverse the lower court's decision in the case of *Dealers v. Scoggins/Diamond* and find in favor of the supplier, Dealers Electrical. Your association, led by committee member John Herberger, Esq., who drafted and filed the amicus brief, was instrumental in the successful outcome of the request for a rehearing of the case.

On the national front, your association continues to work with the National Government Affairs Committee on a wide range of issues including bankruptcy reform and revision, "Red Flags" regulations and the pending 3% federal tax on government contract remittances scheduled to begin in 2012. Your government affairs committee will monitor these items and work closely with the national committee to insure that our members' interests are fully represented.

Membership Committee

The purpose of the Membership Committee is to ensure a plan is in place to grow and maintain a viable association for the benefit of all members. This year the plan recognized the trying circumstances of our economy in setting goals for membership recruitment. Growth plans focused on recruitment through industry credit groups and educational programming. Particular attention was paid to welcoming new members and increasing attendance at networking opportunities such as events, Super Days and industry credit groups. Mid-year adjustments were made to the plan and they continue to be implemented.

Our best recruits often come from referrals by existing members. The association staff is always happy to contact anyone that you think is a good fit for our organization. The committee thanks all those of you who helped turn your professional contacts into members. We truly have strength in numbers!

THANK YOU!

NACM HOUSTON SAYS THANK YOU TO THE SPONSORS OF OUR 2010 ANNUAL MEETING, AWARDS AND SUPER DAYS

Port of Call Sponsors

Credit Alternatives
Experian
One Source Risk Management and Funding Inc.
United Tranz* Actions LLC
(a merger of NCT and ACM)

General Event Sponsors

C3 Business Information, Inc.
Dunn Enterprises, Inc.
Equifax
Gulf & Basco LP
NACM Business Credit Services

Door Prize Sponsors

Brenda Keener
Gulf Coast Concrete & Shell, Inc.
Michele Hamby
Robin Schauseil
NACM Houston
NACM-National

NACM HOUSTON SPONSORS 2010 ANNUAL MEETING, AWARDS AND SUPER DAYS



C³ Business Information, Inc. publishes and distributes Company Credit Information. C³BI distributes SkyMinder, the premier source of global credit reports and produces personalized U.S. company reports of the highest quality. Using multiple sources and personal investigative techniques, the C³ Business Reports are perfect for file reviews and those situations where you have time to allow the best possible reports to be produced and utilized in making your credit decision.



Credit Alternatives is the nation's largest staffing firm that specializes exclusively in the placement of credit and collections professionals on a full-time, temporary or project basis. Founded in 1998, Credit Alternatives has offices in Houston, Dallas, and a national presence in Executive Search. Having been a Preferred Partner of NACM of South Texas since our inception, our employees have been Chairman of the Board, members of the Board of Directors, Credit Executive of the Year and a recipient of the Excellent in Credit Award. Our sole purpose is to serve the credit community, and we look forward to showing you the difference our expertise can make.



Dunn Enterprises, Inc., operating division of Gulf States Abrasive Manufacturing, was founded in 1964 in Houston, Texas by the Dunn brothers. Gulf States Abrasive Manufacturing is the largest independent manufacturer of Abrasive Grinding Wheels in the United States. Gulf States is a strong, well established, quality conscious company that is responsive to its customers' needs. We produce a wide variety of abrasive products that range from grinding and cutting wheels to cup and cone type wheels. Our experienced personnel offer reliable service throughout each phase of operations, from mixing to dressing and delivery. Constant attention to quality ensures that your order will meet the most exacting industry requirements!



Equifax Commercial Information Solutions provides the information necessary for businesses to know more about their customers, prospects and suppliers. Going far beyond credit data, we also offer business demographics, market intelligence and organizational insight enabling our customers to reduce costs, identify new revenue opportunities and achieve greater return on investment. www.equifax.com/commercial.



Experian is a global leader in providing information services to clients in more than 65 countries. In the business to business marketplace, Experian's Business Information Services partners with organizations to establish and strengthen customer relationships, enabling them to mitigate risk and improve profitability.



Gulf & Basco Corp. is a family-owned company that began operations in 1937. In 1997, leadership was passed to the third generation, with Stuart Feldman becoming President and CEO. Gulf & Basco has become very prominent in both the Houston home-building industry, and in Southeast Texas. The company sells a wide variety of products, such as cabinets, windows, appliances and countertops, in all price ranges.



NACM Business Credit Services is a wholly-owned subsidiary of NACM Houston. Its sole purpose is to seek, provide and service the finest tools available for you and your company to be financially successful including business credit reporting, commercial collection services, commercial precollect services, distressed business services, international collection services and bankruptcy alternatives. NACM is the market leader in meeting the needs of its members and addressing their concerns by offering easy-to-obtain, high quality products, services and programs.



One Source Risk Management and Funding, Inc. is the premiere specialist broker of risk mitigation products in the U.S. They specialize in protecting one of your company's largest assets, accounts receivable. The One Source team is made up of professionals from the finance and credit industry, who are experts in all forms of Credit Risk Protection Products. They provide solutions for your needs relating to credit insurance, distressed receivable cover, commercial as well as political risk.



United Tranz*Actions LLC is a merger of NCT and ACM. ACM Payment Processing Solutions is a nationwide financial services provider dedicated to assisting America's businesses to begin using the latest technology to receive payments from their customers. ACM provides NACM members with low group rates, exceptional benefits, and custom-designed features. The five services ACM provides are Check Guarantee Services, Electronic Funds Transfer (EFT) Services, On-Line Bill Pay, Credit Card Merchant Services, E-mmediate (guaranteed EFT), and Electronic Bill Presentment and Payment (EBPP).

Welcome NACM Houston New Member Companies 2009–2010

Accurate Air Systems, Inc.
 APPH Houston
 ARI Global, Inc.
 Ascend Performance Materials
 Bailey Nurseries, Inc.
 Ben E. Keith Foods
 BSH Appliances
 Cal Dive International
 Canrig Drilling Technology, Ltd.
 Carol Zingelmann, CCE
 CDI Seals Fast Houston
 Celadon Trucking Services, Inc.
 Champion Technologies
 Chase Drywall
 Coface North America
 Community CDC
 Complete Production Services- TX Div.
 Copper-Brass International
 Crane Energy Flow Solutions
 CrateWorks, Inc.
 Crawford Electrical Supply Company
 Crescent Electrical Contractors
 Curb Appeal Landscapes
 Delek Marketing & Supply
 Det Norske Veritas USA, Inc.
 Eagle Rock Energy Partners
 EFS Transportation Services
 Energy Alloys
 Hercules Offshore
 Ivy Steel & Wire
 Kaneka Texas Corp
 Key Energy Services
 Kongsberg Maritime, Inc.

Leanne Pease CCE
 Lift Source Machinery
 Lone Star AC & Appliance Repair
 Lori J. Drake
 Mainland Concrete
 Metrix
 Newfield Exploration Company
 Oceaneering International, Inc.
 O'Rourke Petroleum
 Patti Flanagan, CPA
 Performance Capital Partners Corp
 Petrocom Energy Group, LLC
 Piping and Equipment, Inc.
 Ply Gem
 Shrieve Chemical, Inc.
 Southwestern Controls
 Stallion Oilfield Services, Ltd.
 Startex Power
 Sungard Avantgard
 Suwannee Supply, Inc.
 Texas Community Bank NA
 Texas Financial ARS
 Texas Laundry Service Company
 TLC Office Systems
 TMK IPSCO
 TNT Crane & Rigging, Inc.
 Total Quality Logistics
 United Technologies Company
 USA Environment LP
 VAM USA LLC
 XL Parts

PHOTOS FROM SUPER DAYS & 2010 ANNUAL MEETING





DATE	PROGRAM TOPICS	SPEAKERS
Jul 20	Do You Know What's Killing You in the Construction Industries?	Charley Paup, CCE
Jul 21	Do You Know What's Killing You in the International Oilfield and Chemical Industries?	Jay Wald, CCE, Core Labs
Aug 17 & 18	Are You Smarter Than the Experts?	NACM Staff
Sep 21 & 22	Risk Mitigation Through Better Documents	Randy Lindley, Bell Nunnally & Martin LLP
Oct 12 & 13	Collection Jeopardy	NACM Staff
Nov 16 & 17	Bad Debt Options	Ronnie Archer, CCE, Dunn Enterprises and Larry Tanner of Fitts Roberts & Co.
Dec 16	Holiday Luncheon	Santa & the U.S. Marine Corps

july 2010

sunday	monday	tuesday	wednesday	thursday	friday	saturday
				1 6:00pm - Accounting Class	2	3
4 Holiday	5	6	7	8 6:00pm - Accounting Class	9	10
11	12	13	14 8:30am - Standby Letters of Credit	15 11:30am - ADME (Houston Business Journal) 11:30am - HRIS-Valley Ranch 6:00pm - Accounting Class	16 SETR - Book 8:30am - Implementing Solid In-house Collection Strategies	17
18	19	20 8:30am - Contractual Terms in Your Credit Application 10:30am - CONT Group Mtg 10:30am - PLUM Group Mtg 11:30am - BLMT Group Mtg 11:30am - ELEC Group Mtg	21 10:00am - INTL Group Meeting 11:30am - OFSS Group Meeting	22 6:00pm - Accounting Class	23 8:30am - Credit Boot Camp	24
25	26	27 8:30am - Advanced Oil, Gas & Mineral Liens: So You Filed an Oil & Gas Lien—Now What?	28	29 11:30am - STLM Group Meeting (Joe's Crab Shack) 6:00pm - Accounting Class	30	31