



march superdays

March 17 and 18

Presenter:

Scott O'Brien, Vantiv, Inc.

Topic:

EMV Credit Card Technology:
What is the Impact on
Your Business?

DETAILS:

- Lunch begins at 11:30am
- Lunch is \$15 per person;
\$18 for walk-ins
- Not a member of a group?
Contact Phaedra Vaughner
for information on joining:
pvaughner@nacmgs.org



Group Meetings

Tuesday, March 17:

- 10:30am: Contractors Supply
- 12:30pm: Building Materials
Electrical Supply
Chemical Supply

Wednesday, March 18:

- 11:30am: Luncheon

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.

Director and Award Nominations are now open! See page 9 for details.

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NACMLouisiana
2, 5 Groups Calendar – March

NACM Gulf States

10887 Wilcrest
P.O. Box 721348
Houston, TX 77272-1348
www.nacmgs.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
Louisiana	504-885-3897/504-780-9346

Officers and Directors

Chairman

Don Burell, CCE 281-285-1963
Schlumberger Technology Corp.

First Vice Chairman

Jackie Hoelting, CBF, CCRA 713-860-3495
Silver Eagle Distributors

Second Vice Chairman

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

Treasurer

Charles Dunlap 281-978-2126
Ntegrity Financial Solutions

President

Kathleen Quill, CAE, CBA 281-228-6100
NACM Gulf States

Directors

Molly Atlas 713-683-8996
Memco, Inc.

Emma Cosme, CBF, CCRA 713-293-1684
Jake's Finer Foods

James Criswell 832-200-0818
Professional Alternatives, PC

Jeremie Hartzog 225-292-1303
Notoco Industries, Inc.

Bruce McKee 281-485-1458
Packaging Service Co., Inc.

Val Venable, CCE 713-315-5748
Ascend Performance Materials

Robin Walters, CCE, ICCE 281-584-2596
Sysco Corporation

Chair Emeritus

Dave McMillen, CCE

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 March

Mar 10	New Orleans Electrical Suppliers Drago's Restaurant - Metairie, LA	12:00-1:30pm
Mar 10	Hotel Restaurant & Institutional Supply Group Book Only	
Mar 12	Baton Rouge Building/Industrial Suppliers Drusilla's Place - Baton Rouge, LA	12:00-1:30pm
Mar 17	Contractors Supply Group NACM Conference Center - Houston, TX	10:30-11:30am
Mar 17	Electrical Supply Group NACM Conference Center - Houston, TX	12:30-1:30pm
Mar 17	Building Materials Group NACM Conference Center - Houston, TX	12:30-1:30pm
Mar 17	Chemical Supply Group NACM Conference Center - Houston, TX	12:30-1:30pm
Mar 17	Louisiana Institutional Food Group S&W Wholesale Foods - Hammond, LA	11:30am-1:00pm
Mar 18	New Orleans Building/Industrial Suppliers Andrea's Restaurant - Metairie, LA	12:00-1:30pm
Mar 19	Steel & Metal Supply Group Jax Grill - Houston, TX	11:30am-1:00pm



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

Directory

NACM Gulf States
10887 Wilcrest
P.O. Box 721348
Houston, TX 77272-1348
www.nacmgs.org

Main Phone Number 281-228-6100
Toll Free 866-252-NACM
Main Fax 281-228-6122
Louisiana Office 504-885-3897

Staff Extensions

Accounting
Vice President of Finance & Administration,
Bernard Forde 1450

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

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

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.

february newmembers

ArcBest
Bestway Welding Supply
Huntsman International
Louisiana Machinery Company

february olympians

Teresa LaLonde
Simon Lin
Fred Serrett


flashpoll

The NACM Gulf States 2015 Education Calendar included an explanation of Africa's "Big Five." How well can you match the animal to their Big Five description?

- _____ Leopard **A.** Size and awesome power makes all other creatures fear this guy. He doesn't abide weakness and will even go after weaker members of his own family.
- _____ Rhino **B.** Most adaptable of the predators. Able to survive in any environment including the outskirts of large cities.
- _____ Cape Buffalo **C.** Most likely to charge than any other species. Linked to humans for having qualities of sensitivity, family ties and compassion. Exhibits protective behavior unseen in other animals.
- _____ Lion **D.** Deliberately appears docile until approached by the unwary. When a threat is in range, they move fast to mercilessly mow it down.
- _____ Elephant **E.** Quick to assume something is a threat. "A good offense is a good defense" can define this hard headed member of the Big 5 whose only predator is man.

The Super Days attendees were almost evenly split in their identification with Rhino or Leopard. What does this tell us about credit professionals?

Answer Key: B = Leopard; E = Rhino; D = Cape Buffalo; A = Lion; C = Elephant



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

NACM Gulf States is excited to announce our new alliance with the Kreller Group, both for international credit reports and due diligence reports! Enjoy discounts on products and services you trust with two names you trust the most! Contact **Byron McKinney** to get set up and start saving.



Here's a brief rundown:

Kreller Credit assists multinational corporations in making sound foreign credit and supplier assessment decisions. We help clients navigate the constantly evolving international commerce landscape. Kreller Credit identifies potential obstacles that can pose inherent risks to businesses. Our network of analysts and agents provide vital information to ensure that credit transactions are authentic and secure. Our investigations yield comprehensive research and findings other firms cannot identify. Kreller Credit also provides global debt servicing and strictly adheres to standards set forth by industry certification agencies.

- **International Credit Investigations**
- **International Sourcing Financial Evaluations**
- **Domestic Credit Investigations**
- **Domestic Sourcing Financial Evaluations**
- **International Collections & Asset Recovery**
- **Customized Global Credit Investigations**

Kreller Group provides comprehensive international due diligence services to help clients mitigate risk as well as maintain their stock value and corporate reputation. International investigations must go beyond database inquiries. Kreller incorporates the latest technology with a boots-on-the-ground investigative process, completed in real time and utilizing direct source verification. We investigate every finite detail to ensure a company's business endeavors, associations and resources are ethical and secure.

- **FCPA Anti-Bribery & Corruption**
- **Corporate Compliance Programs**
- **Domestic & International Background Investigations**
- **Intellectual Property Investigations & Protection**
- **Franchise & Franchisee Vetting**
- **Ethical Sourcing**
- **Vetting Licensing Partners**
- **Vetting Distributors**
- **Mergers & Acquisitions Due Diligence**
- **Joint Ventures**
- **Asset Investigations**
- **Risk Assessment/Management**
- **Gaming Probity Investigations**
- **Employee Whistleblower Cases**
- **Vendor Verification**
- **Executive Pre-employment Background Checks**
- **Special Investigations**

March Industry Group Meetings

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

Mar 10

New Orleans Electrical Suppliers Group

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

www.dragorestaurant.com

Mar 12

Baton Rouge Building/Industrial Group

Drusilla's Place
3482 Drusilla Lane
Baton Rouge, LA 70809
225-923-0896

www.drusillaplace.com

Mar 17

Louisiana Institutional Food Group

S&W Wholesale Foods
18096 Old Covington Hwy
Hammond, LA 70404

Mar 18

New Orleans Building/Industrial Suppliers Group

Andrea's Restaurant
3100 19th Street
Metairie, LA 70002

www.andreasrestaurant.com



February Report



The February report from NACM significantly dropped this month, an unexpected decrease given where projections were a few months ago. The monthly economic indicator's combined score declined to 53.2 in February, down from 55.1 in January.

"That is a nasty drop and at no point in the last year has it been that low," said Chris Kuehl, Kansas City-based NACM economist. "In December it stood at 54.9 and that was seen as bad enough. The reduction in the overall score was reflected in reductions across the board—favorable and unfavorable factors and in both the manufacturing and service sectors."

The survey measures activity in manufacturing and service sectors among business-to-business credit professionals. According to the survey, the index of favorable factors fell to 57.2 and sales dropped to 59—both categories falling from the 60 range since March 2014. The new credit applications category also set a record, dropping from 58.3 to 54.4.

"The one piece of positive news was dollar collections as they moved from 60.1 to 62.8, but the only way to describe amount of credit extended is collapse," Kuehl explained. "In January, it was at 62.2 and now it sits at 52.1. That is a nearly catastrophic decline and one that is worse than anything seen in close to three years. It would not be an understatement to assert that there is suddenly a credit crunch manifesting and that hasn't been an issue since 2009."

Other categories that declined in February include the Index of unfavorable factors, rejections of credit applications, disputes, dollar amount beyond terms, and filing for bankruptcies. Showing a small increase included accounts placed for collection and dollar amount of customer deductions.

View the complete [CMI report for February 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.

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



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

what's coming up?

DATE	EVENT, PRESENTER	TIME
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	Preparing and Presenting to Small Claims Court 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 data, 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 Presenters: JD Herberber, Esq., JD Herberber & Associates; Lisa Childress, SBS Bison; Susan Viereck, Marek Brothers; and Stacey Williams, Cadence McShane 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
Apr 7	Louisiana Lien Laws (Baton Rouge, LA) Presenters: Steve Chicarelli, Esq. or Justin Stephens, Esq., Baker Donelson Bearman Caldwell & Berkowitz, PC If you conduct business in Louisiana, don't miss this opportunity! Learn about public and private works acts of Louisiana lien law; how to best assert a materialmen's lien on a public or private job; mechanisms and procedures to assert a lien successfully; and how to assert a claim on a construction bond. For more information on this NACMGS workshop , click here .	8:30–11:30am
Apr 8	SOX Compliance Update Presenter: Wanda Borges, Esq., Borges & Associates, LLC For more information on this NACM-National webinar , click here .	2:00–3:00pm
Apr 10	Working Through Bankruptcy Presenter: Lisa Norman, Esq., Andrews Myers, PC Make sure you're one of those that come out alive. This informative workshop is filled with practical information to keep your account alive. Topics covered are understanding plans of reorganization; analyzing bankruptcy schedules; becoming a “critical vendor;” attending the meeting of creditors; pros and cons of creditors' committees; filing Proofs of Claim; and understanding plans of reorganization. For more information on this NACMGS workshop , click here .	8:30–11:30am

what's coming up?

DATE	EVENT, PRESENTER	TIME
Apr 15	Unclaimed Property Compliance Process Presenters: Lisa Montelbano and Brett Sheppard, CPA, Keane Unclaimed Property Unclaimed property compliance and enforcement is on the rise, and failing to educate yourself with the latest rules and regulations could put your organization at risk. If your company is not in compliance with all 55 reporting jurisdictions, an audit can result in significant financial fines and penalties. This presentation reviews the unclaimed property reporting process, including the records required for evaluation, how potential risks are determined, and when, where and how to properly file your unclaimed property report(s). Compliance is the law and ignoring the regulations required by each state will only put your organization at risk. For more information on this NACM-National teleconference , click here .	2:00–3:00pm
Apr 17	Letters of Credit – Expanded Training Presenter: Sherry Mama, Blades International What you don't know could cause you to not be paid! Are you an exporter? Learn the how, when and why of LCs, international risk mitigation, the role of Incoterms, what to do when things go wrong, and much, much more! For more information on this NACMGS workshop, click here .	8:30am–4:30pm
Apr 20	More Debt, More Problems: DIP Financing and Cash Collateral Arrangements in Bankruptcy Presenters: Jeffrey Cohen, Esq. and Seth Van Aalten, Esq., Cooley Godward Kronish LLP With commercial bankruptcies once again on the rise, Jeffrey Cohen and Seth Van Aalten from Cooley LLP's nationally renowned creditors' rights group will discuss the critical impact of post-bankruptcy financing arrangements on the trade credit community and the emerging trends that every credit manager should understand. They will also identify ways in which trade creditors can protect themselves in post-bankruptcy transactions, maximize recoveries on their pre-bankruptcy claims and minimize their exposure to preference claims. For more information on this NACM-National webinar , click here .	2:00–3:00pm
Apr 22	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
Apr 27–Aug 14	Accounting Facilitators: Angela Harwood Brent, NACM East Tennessee and Meredith Mostochuk, CBA, Airgas, Inc. This online course presents an introduction to basic financial accounting. Students begin at square one, learning the foundation of accounting principles. As the language of business, accounting is essential to business professionals. The course runs approximately 15 weeks and is facilitated by an accounting professional who is available for questions by email. Students receive a course bundle before the start of the session, which includes the textbook, study guide, and online component. During the course, students will take four proctored exams online. After each exam, the instructor will provide students with helpful feedback and study tips. Upon successfully completing the course with a score of 70% or higher, students receive a certificate of achievement and earn course credit toward the CBA designation accounting course requirement. For more information on this NACM-National online course , click here .	
Apr 29	Mind Your T's and C's Presenters: Bruce Nathan, Esq., Lowenstein Sandler LLP For more information on this NACM-National teleconference , click here .	2:00–3:30pm

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.

Preparing and Presenting to Small Claims Court

Presenter: Richard Fulton, Esq., Coats Rose

Friday, March 13, 2015 • 8:30–11:30am

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.



Understanding Construction Credit from the Other Guy's Point of View

Presenters: JD Herberber, Esq., JD Herberber & Associates; Lisa Childress, SBS Bison;

Susan Viereck, Marek Brothers; and Stacey Williams, Cadence McShane

Tuesday, March 20, 2015 • 8:30–11:30am

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.

This is one National Oilfield Service and Supply Group Meeting You Don't Want to Miss!

Education Guided By: Jan Hayden of Baker, Donelson, Bearman Caldwell & Berkowitz, PC

Friday, March 20, 2015 • 8:00am–5:00pm • DoubleTree by Hilton, IAH Airport

- **To be or not to be** ... on the creditors committee.
- Does **automatic stay** mean **sit**, like with my dog?
- **After the fall?** Doing business with your bankrupt customer.
- **Are critical vendor** and **oil patch** mutually exclusive?
- **Prove it.** Proof of claim issues you may not have considered.
- **What's the ante and who's in the pot?** Who's bankrupt and is anybody who was standing behind it still standing?
- **Briefly, counselor!** A **truly** brief overview of the current condition of **Ch 11** process in the oilfield.
- **Dip vs. trustee.** Grudge match?
- **What exactly** is the US Trustee *supposed* to do (versus *going to do*)?
- **Risky business.** What conditions should you be watching about your customer, and when should you consider bailing on the relationship?

For more information, or to register, please call 281-228-6100 today!



Upcoming Certification Classes

Basic Financial Accounting

Presenter: Robert Verhage, CBA, CCRA, Tx Auto Pros

Thursdays, May 7–August 20, 2015 • 6:00–9:00pm

This course qualifies for and is required to attain CBA certification. This course presents an introduction to basic financial accounting. Students begin at square one, learning the foundation of accounting principles. As the language of business, accounting is essential to all business professionals.





2015-2016 Nominations for Board of Directors

Don't let this privilege pass you by! It is time to place your nominations for the Board of Directors. We encourage each of you, individually or as part of your Industry Credit Group involvement, to consider and forward the names of members who would have an interest in serving on the NACM Gulf States Board of Directors.

As a member-owned association, we are dependent upon each of you to get involved in this process. This is your chance to nominate deserving individuals to serve on the NACM Gulf States Board of Directors for 2015–2016 and beyond.

Please take some time to consider individuals that you know who might be interested in serving on the Board of Directors from the Gulf Coast areas of Texas, Louisiana and Mississippi. This is an important process in the governance of your Association and we need your involvement.

Should you have any questions, or would like to request a nomination form, please contact Kathleen Quill, CAE, CBA, NACM Gulf States President, or Becky Showers at the Association office at 281-228-6100. **Nominations must be received by April 14, 2015.**



Excellence in Credit Award

“Excellence in Credit” will be awarded to the Distinguished Business Member of NACM Gulf States for the year 2014-2015. This award recognizes an NACM Gulf States company that has provided leadership in the field of business credit. This leadership may have been exhibited by participation in NACM through a commitment to the credit education of the company's employees, industry group participation and leadership.

To be considered for the Excellence in Credit Award, a company must meet the following qualifications:

1. Be a member of record in good standing with NACM Gulf States for one year prior to nomination for this award. Business must be located in the NACM Gulf States market area.
2. Must be nominated, which can be by an employee of nominated company or someone employed by another company.
3. A business cannot win back-to-back awards (two years in a row) in the same category.

Nominated companies should have the following background and history information, as well as how the company utilizes the following: credit and financial resources, leadership fundamentals, employee satisfaction and community involvement.

Applications must be received by NACM Gulf States no later than **May 7, 2015**. Completed applications should be sent to Kathleen Quill via fax at 281-228-6122, or mailed to PO Box 721348, Houston, TX 77272. If you have questions, please contact Don Burell, CCE, at 281-285-1963 or Kathleen Quill, CAE, CBA, NACM Gulf States President, at 281-228-6100 or kquill@nacmgs.org.



Credit Executive of the Year

Call for Nominations...Once again, NACM Gulf States is calling for nominations for the Credit Executive of the Year Award. This award recognizes and honors a member of NACM Gulf States who has made a significant contribution to the Association through the Board, committee or activity involvement, and the contribution is so significant that it is apparent one has been made.

The individual must be a member of the Association at the time of the nomination and must have been a member for five years. Any NACM member may nominate a candidate who meets the above criteria.

Nominations must be submitted no later than May 7, 2015. Contact Kathleen Quill, CAE, CBA,

NACM Gulf States President, at 281-228-6100 or kquill@nacmgs.org to obtain a nomination form or for more information.

A committee made up of past recipients and NACM Gulf States members will review all of the qualified nominees and make their selection. The winner will be announced at the NACM Gulf States Annual Meeting in June. Any questions regarding this award should be directed to Kathleen Quill, CAE, CBA, NACM Gulf States President.



Honorary Member

The Honorary Member program is designed to recognize former or retired members who have made significant contributions to NACM Gulf States through long-term membership and/or active participation in Association activities, committees and the Board of Directors.

To be considered for Honorary Member, an individual must possess the following qualifications:

- 1) Former or retired member of NACM Gulf States;
- 2) Twenty (20) years in the credit profession;
- 3) Ten (10) years as an active member of NACM Houston; and
- 4) Prior service on the NACM Gulf States Board of Directors

Nominations for individuals who may meet these qualifications should be considered for Honorary Membership in the Association.

Any NACM member or NACM staff person may nominate any former or retired member who they feel meets the qualifications by sending a letter of nomination to Kathleen Quill, CAE, CBA, President, NACM Gulf States, PO Box 721348, Houston, TX 77272-1348, or fax to 281-228-6122 or to kquill@nacmsgs.org.

These letters of nomination must be received no later than May 7, 2015.

All qualified nominees will be presented to the Executive Committee and, in turn, to the Board of Directors for confirmation. Formal recognition of the Honorary Member will be made at the NACM Gulf States Annual Meeting.

Should you have questions regarding this program, please call Kathleen Quill, CAE, CBA, NACMGS President, at 281-228-6100 or kquill@nacmsgs.org.



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

SAVE THE DATE

NACM Gulf States Annual Golf Scramble

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

DATE: Monday, May 4, 2015

- \$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)



UNDERSTANDING CONSTRUCTION CREDIT

March 20, 2015 • 8:30–11:30am

Understanding Construction Credit— From the Other Guy's Point of View

Presenters:

JD Herberger, Esq.,
Herberger & Associates PC

Stacey Williams,
Cadence McShane Construction

Susan Viereck,
Marek Brothers Systems

Lisa Childress,
SBS Bison Building Materials

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.

All classes are held at the NACM Gulf States Houston Conference Center unless otherwise specified.

Confidence Wanes among Home Builders

The good news is that confidence measures for the homebuilding community have been in the expansion category for eight consecutive months. The bad news is that this measure has been dropping steadily since late last year. The measure uses the same index system used by many other surveys (Purchasing Managers' Index, Credit Managers' Index, etc.) where anything above 50 is expansion and below 50 is contraction. The current reading is 55 and last month it was at 57—still lower than the peak set last September when it reached 59. The hope last year had been that builders would react to some of the improved economic conditions and remain positive, but that has not been the case. The good economic news has not had the motivating impact that many had hoped for.

The three factors that are having the most impact on builder mood are the same that have dogged the sector for the last few years. The first is mortgage activity. It is true that mortgage rates are back down and should be encouraging more buying, but the problem is that lower rates often mean that mortgages are harder to get and that has limited the number of new home buyers. The second problem is that builders themselves are having a hard time getting construction loans and that limits their ability to construct homes on spec. The banking sector has become a little more enthusiastic about the housing sector, but remains wary and cautious—especially in those areas of the country that suffered the biggest housing busts. The third factor that has worried the builders is the fact that home prices have risen and the new buyers are still not that eager to jump out of the apartment lifestyle in favor of a single-family home. There are some regions where the home prices are falling and there is some evidence suggesting the Millennial is finally interested in a new home, but there are also places where home prices are too high and the only members of this new generation interested in a home are the ones who are over 30—the whole cohort is still delayed as far as building homes and having families are concerned.

Analysis: It has been repeated often enough—housing is a key part of the economy and if this sector is not healthy, there is trouble in the overall economy. It is not only the most significant store of wealth for the average person, it is important to the banking sector and all the industries that get involved in the construction of a home. The health of the housing sector has been under debate since the recession and it has struggled to get back to some semblance of normal.

The overall economy seems to be progressing in the areas that support housing and the year may yet turn out better than expected. There are better jobless numbers and there are signs that people are finally interested in moving from multi-family to single-family homes. If mortgage rates and home prices stabilize at the low end, there should not be major inhibitors and all it would take is for confidence to return to the consumer and therefore the builder. But they said that about last year as well.

Source: Armada Corporate Intelligence's Business Intelligence Brief, February 18, 2015, www.armada-intel.com

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Why NACM?

"I have begun to realize all that the NACM offers. Having meager beginnings in this line of work and stumbling into the industry that I am a part of has opened my eyes to the strength and stability that can be granted through hard work and knowledge. It is obvious



through my own research and with the help of experienced members that I have been humbled with all this organization has to offer and I hope to continue to strive to be better. To begin my journey, I have quoted Lord Tennyson, words that embody my ambition: 'To strive, to seek, to find, and not to yield.' Thank you again."

Steven J. McQueen, Jr.
Accounts Receivable
Dyke Industries - New Orleans

Tip of the Month

Location, location, location.

It's not just applicable to owning real estate, it's about checking your customer's, too!



An address search in your NACM Gulf States National Trade Credit Report often turns up interesting results! In the search fields, just enter only the street address, without punctuation or suite numbers.

Not only can you find out what kind of neighbors your customer has, you can find out if they are running any other businesses out of that address. I ought to stop being surprised that one guy is running four or six companies with the same address and phone number, but it happens much more often than you would believe!

Confirm and then go forward. Oh, and the address search is free, thank you very much!

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

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march 2015

sunday

monday

tuesday

wednesday

thursday

friday

saturday

1	2	3	4	5 6:00pm - Business Credit Principals	6	7
8	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	16	17 10:30am - CONT Group Mtg 11:30am - Louisiana Institutional Food Group Mtg 12:30pm - BLDG Materials Group Mtg 12:30pm - CHEM Group Mtg 12:30pm - ELEC Group Mtg	18 12:00pm - New Orleans Building Supply Group Mtg 2:00pm - Navigating Your NACM Gulf States Database Webinar	19 11:30am - STML Group Mtg 6:00pm - Business Credit Principals	20 8:30am - Understanding Construction Credit 8:30am - NOSS Mtg	21
Super Days						
22	23	24	25	26 6:00pm - Business Credit Principals	27	28
29	30	31				

2015 superdays

DATES

Mar 17 & 18 (Tue/Wed)
 Apr 21 & 22 (Tue/Wed)
 May 19 & 20 (Tue/Wed)
 Jun 24 (Wed)
 Jul 21 & 22 (Tue/Wed)
 Aug 18 & 19 (Tue/Wed)
 Sep 22 & 23 (Tue/Wed)
 Oct 20 & 21 (Tue/Wed)
 Nov 17 & 18 (Tue/Wed)
 Dec 9 (Wed)

THEME

Read between the "Lions"
 A Different Perspective
 Run with Your Herd
 Annual Meeting: Survival of the Fittest
 Honing Your Skills
 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



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."

april 2015

sunday

monday

tuesday

wednesday

thursday

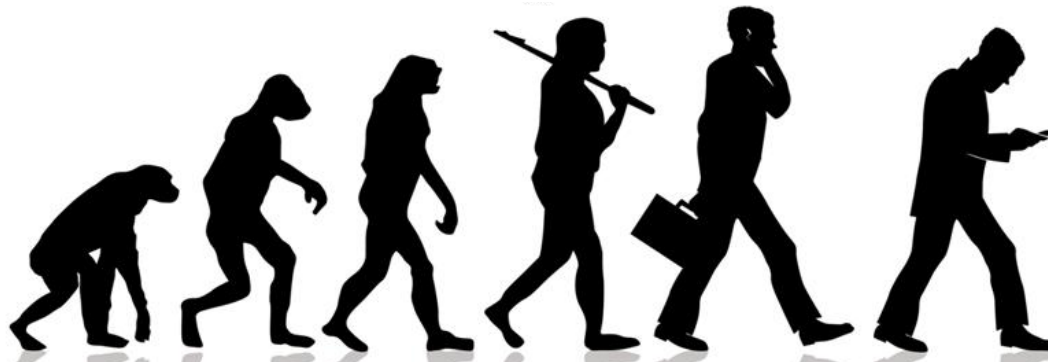
friday

saturday

			1	2 6:00pm - Business Credit Principals	3	4
5	6 6:00pm - Financial Statement Analysis	7 8:30am - Louisiana Lien Law Workshop 12:30pm - Hotel, Restaurant, Industrial Supply Group Mtg	8 11:30am - Houston Energy Group Mtg	9	10 8:30am - Working Through Bankruptcy	11
12	13 6:00pm - Financial Statement Analysis	14 12:00pm - New Orleans Electrical Group Mtg	15	16 11:30am - STML Group Mtg	17 8:30am - Letters of Credit	18
19	20 6:00pm - Financial Statement Analysis	21 10:30am - CONT Grp 10:30am - HAC Grp 11:30am - LA Institutional Food Group Mtg 12:00pm - Baton Rouge Building/Industrial Suppliers Group Mtg 12:30pm - BLDG Materials Grp 12:30pm - ELEC Group Mtg	22 12:00pm - New Orleans Building Supply Group Mtg 1:00pm - President's Circle Mtg 2:00pm - Navigating Your NACM Gulf States Database Webinar	23 10:00am - PLUM Group Mtg 2:00pm - Drywall Group Mtg	24 8:30am - NOSS Group Mtg 8:30am - Texas Statewide Construction Credit Group Mtg	25
26	27 6:00pm - Financial Statement Analysis	28	29	30		

SAVE THE DATE

Survival of the Fittest—Celebrating the Evolution of Credit



NACM Gulf States 2015 Annual Meeting
Wednesday, June 24, 2015
11:30am–1:30pm

