



The NACM All South Credit Conference

Now more than ever, the business world demands you be better, faster, smarter. As a credit and financial professional, you need to be at the top of your game, using the best tools and resources to protect your company's assets.

NACM Houston will present these important tools and resources at the 2008 All South Credit Conference. Join us September 21-23 at the San Luis Resort and Conference Center in Galveston Island as we host this annual regional event.

The NACM All South Credit Conference will deliver these sessions to help you become...

Better ▶

- Credit Boot Camp
- Applying Ethics in the Finance and Credit World
- Top 10 Mistakes in Credit Applications and How to Avoid Them

Faster ▶

- Internet Information Sources for Credit and Finance
- Better, Faster, Smarter Ways to Get Paid with e-Payment Mechanisms and Credit Cards
- Quick Tips! Getting the Most Out of Credit Reports

Smarter ▶

- Detecting Deception/Fraud
- Can We Close the Book on Enron Now? A Case Study and Lessons Learned
- Shop Talk Roundtable: U-Pik-It Topics

Visit us online to [read the descriptions](#) for these and other sessions being offered at the conference. In addition to these valuable sessions, the All South Credit Conference is the place to be to connect with peers from across the region, as well as to investigate new vendors and services at our Expo.

We wish to acknowledge all of the [gracious sponsors](#) who are helping to make this event possible.



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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

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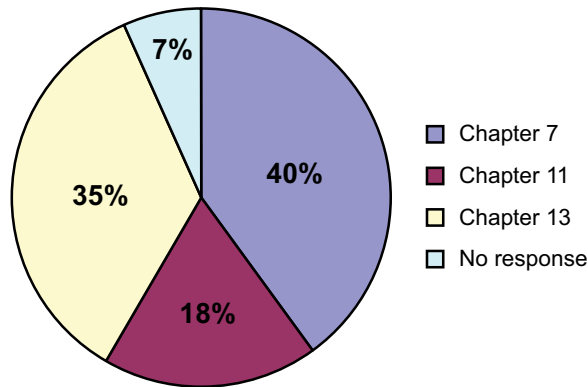
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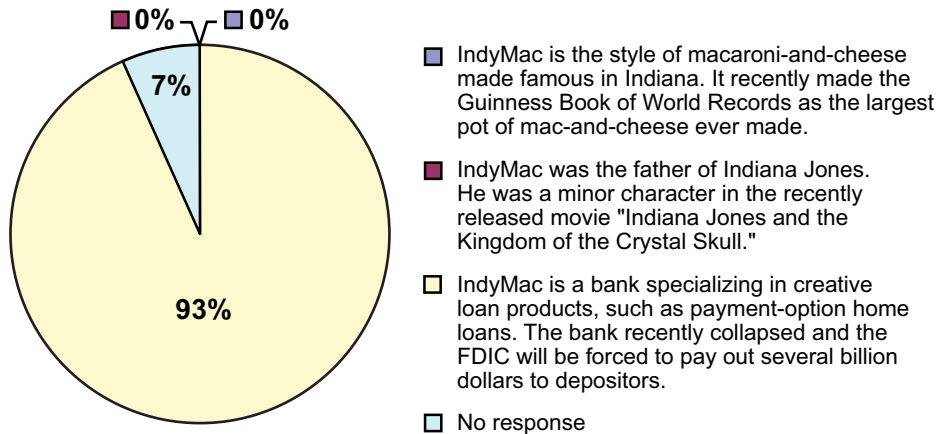
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Doré & Associates, Attorneys, PC

What type of bankruptcy might stop a foreclosure and save a home?



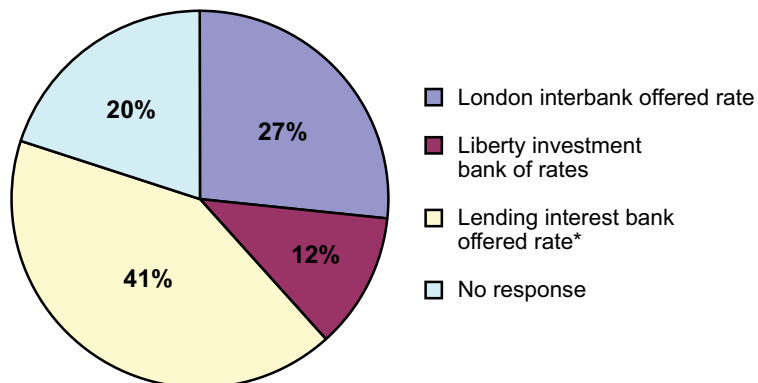
Answer: Chapter 13, <http://www.mortgagelawnetwork.com/chapter-13-can-stop-foreclosure/>

Who or what is IndyMac and why was IndyMac recently in the news?



Answer: IndyMac is a bank specializing in creative loan products, such as payment-option home loans. The bank recently collapsed and the FDIC will be forced to pay out several billion dollars to depositors. <http://www.mortgagelawnetwork.com/banks-in-trouble-is-indymac-a-sign-of-the-times/>

LIBOR is the rate used worldwide to set loans and is often used to set rates on adjustable rate mortgages. What does LIBOR stand for?



Answer: London interbank offered rates. *Lending interest bank offered rate (fancy name for part of the U.S. Treasury) is fictitious. <http://www.mortgagelawnetwork.com/what-is-libor-and-how-does-it-affect-me/>



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

Directory

NACM Houston
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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	
Sr. Groups Manager, Deana Gardner	1300
Local Groups Manager, La'Qiana 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	281-228-6100
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, Robert H. Davis	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.

News From the Boardroom

Recently, your Board of Directors took steps to ensure that your association is on a solid financial foundation. On your behalf, this Board wishes to make this public statement that it is comfortable with the present financial position and the present financial reporting of the association. The action included verification that all financial reporting is governed by standard GAAP procedures, is submitted by a NACM-staff certified public accountant and is separately audited on an annual basis by an independent certified public accountant. Collectively, as a Board, we want to express our confidence in the NACM staff.

Introducing: The Events & Community Relations Committee

The Events Committee is an all-volunteer committee charged with making sure that NACM Houston offers networking opportunities for its members. The committee oversees three major events every year: the Holiday Gala in December, the Golf Scramble in March or April and the Annual Meeting in June. Committee members work closely with the NACM staff and often volunteer their help at the actual events.

Member Endorsement of Contribution of Electronic Aging

In today's business environment, time is important and tasks that take more time than necessary are costly. The time we save using the electronic transfer of reference data has been one of the best cost-saving measures we have ever implemented—and NACM members gain the benefit of having access to up-to-date information on every report. If more companies contributed electronically, out-of-date reports would be a thing of the past.

Joni Carlisle
Division Credit Manager
Delta Steel, L.P.

National Groups Calendar

DATE	GROUP	CITY	HOTEL/LOCATION
Sep 11	CHEM	Houston	NACM Conference Center
Sep 22	NOSS	Galveston	San Luis Hotel
Sep 23	NWWEM	Galveston	San Luis Hotel
Oct 19-21	TRMG	Salt Lake City	Sheraton City Center
Dec 11	CHEM	Houston	NACM Conference Center

Roadmap Clinic & Designee Reception

Don't miss out on this special event just for you!
Monday, October 6th
At the NACM Offices
10887 Wilcrest Drive

5:45-6:45pm – Roadmap Clinic

Find out what it takes to earn your professional certification in the business credit field!

- Credit Business Associate (CBA)
- Credit Business Fellow (CBF)
- Certified Credit Executive (CCE)

Join us for a free workshop.



7:00pm – Wine and Cheese Designee Reception

Please join us as we honor our members who have received their professional designations at this networking event. Meet your fellow members and enjoy the wine and cheese we have selected for your enjoyment. As always, there will be games and door prizes!

For more information or to RSVP, contact **Ellen Neuwirth-Hirsch at 281-228-6117**
or neuwirth@nacmsouthtexas.org.

Professional Certification

Most people enter the credit profession accidentally, sometimes by moving into credit or collections from another department, such as accounting, finance or treasury, and sometimes by being the receptionist or clerical staff member who helps out by taking credit applications or making collection calls. You may have your own unique story of how you got into credit!

Short of basic accounting classes, there are very few courses offered by colleges and universities that offer actual coursework directed toward a career in credit. However, one of the consistently recognized benefits of NACM membership is the opportunity to study for professional certification in the credit field. NACM certifications are nationally recognized and are designed to elevate and enrich the credit professional's expertise and understanding. There are three levels of professional certification recognized by NACM: the Credit Business Associate (CBA), the Credit Business Fellow (CBF) and the Certified Credit Executive (CCE). The CBA and CBF designations each require a series of three college-level courses

specific to the credit profession followed by a comprehensive exam. The courses are offered in the evenings at the NACM Houston office. They are given on a rotating basis—one in fall, one in spring and one in summer—so that you can complete all of the required coursework for a certification level in one year. An additional benefit of taking a series of courses at the NACM office is the opportunity to get to know your fellow classmates—other credit professionals working for many different companies—and to share your experiences. The CBF certification has additional participation requirements outlined in the NACM Career Roadmap. The CCE certification builds on career experience, education and participation and also has requirements outlined in the Roadmap.

For more information on professional certification, see the NACM-National website, <http://www.nacm.org/education/certification/certification.shtml>. Be sure to attend the Roadmap Clinic, where the professional certification requirements will be explained in detail, either at All South in Galveston on September 22nd or at our offices on October 6th.

Sep 5

COLLECTION MANAGEMENT

Presenter: Jim Shreve, FTD Resources

8:30am–4:30pm

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.

Sep 9 – Nov 25

CREDIT LAW

Presenter: Daniel Pacious, Esq.

6:30–9:00pm

NACM Houston Conference Center

This course qualifies for and is required to attain CBF certification. With the legal environment of business constantly changing, it is imperative to have a solid understanding of the laws that affect business and credit. This course is designed to introduce students to the basics of law, the legalities of contracts and the emerging importance placed upon law affecting cyber crimes

Sep 11 – Dec 1

FINANCIAL STATEMENT ANALYSIS I

Presenter: Martha Hirsch, CCE

6:00–9:00pm

NACM Houston Conference Center

The goal of this course is to improve the participants' ability to translate financial statement numbers into a meaningful map for business decisions. Participants will be able to approach financial statements with enhanced confidence and understanding of a firm's historical, current and prospective financial condition and performance.

Sep 21 – 24

NACM ALL-SOUTH CREDIT CONFERENCE

"Better, Faster, Smarter"

Galveston, TX

Two jam-packed days of education, networking and fun!

Oct 3

INTRODUCTION TO FINANCIAL ANALYSIS

Presenter: Jim Shreve, FTD Resources

8:30am–4:30pm

NACM Houston Conference Center

This seminar is designed for those who require a more in-depth

understanding of financial/accounting terms, how to interpret key information from financial statements and the process of performing a credit analysis. This workshop will provide participants an understanding of the accounting terms and principles deployed in the generation financial statements. Attendees gain a firm perspective of the analysis process and how to interpret financial information.

For more information on any of these classes, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.

Payment preferred before first class date.

Cancellations within 72 hours will be billed.

Substitutions always welcome.

Mail: NACM Houston, Attn: Education Department,
10887 Wilcrest Dr., Houston, TX 77099

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

Phone: 281-228-6100:1200 or

Email: 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.

Mail: NACM Houston, Attn: Education Department,
10887 Wilcrest Dr., Houston, TX 77099

Email: education@nacmsouthtexas.org

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

Phone: 281-228-6100:1200

Olympian Spotlight on Charles Dunlap



The Olympian Club is an exclusive club for NACM Houston members who help recruit new member companies to the association. Olympian Club members are awarded prizes at our annual meeting, escalating in value, based on the number of new members recruited and are recognized in *Business Credit Pro* and our *Mid-Month Mailer*. Charles Dunlap, owner of Dunlap Consulting, joined the NACM Houston Olympian Club many years ago by recruiting a single new member into the association. Since then, Charles has helped many more companies make the decision to join NACM.

An active member of NACM Houston for 12 years, Charles has served on the Board of Directors for three different terms, was a member of the Advertising Media Industry Credit Group, has served on numerous committees and has won the Walt Wissel Chairman's Citation multiple times. As a current Board member, Charles chairs the Membership Committee. Charles was also employed by NACM Houston and has had the unique experience of being both the Treasurer of the Board of Directors and the NACM Controller. Charles takes pride in educating prospective members on the benefits of being a part of NACM. His greatest rewards are in helping new association members truly learn what it means to be in business.

This past year Charles helped recruit three new member companies and two new associate members to NACM Houston. He was rewarded for his efforts with a Skagen Ladies Fashion Watch, a prize he selected as a gift for his wife.

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July Olympians

Sherry Cherry	1.0
Madeline Sprague, CTP	1.0

Welcome New Members!

- Gateway Gathering & Marketing Co.**
- Vinmar International Ltd.**
- Industrial Audio Video, Inc.**
- PAETEC**
- Caldwell Building Co.**
- Fletcher Steel**
- V & M Tube Alloy**
- Oliver Equipment Company**
- Porter Ready Mix, Inc.**
- LJA Engineering**
- Thomas Supply, Inc.**
- McKenzie Equipment Co., Inc.**

NACM Houston Salutes the Building Materials Industry Credit Group

This group is made up of members providing materials or services to home builders. Current members are suppliers of lumber, roofing materials, concrete, plumbing, windows, doors, millwork, fixtures, lighting, flooring, other construction materials and construction lenders. The group concerns itself with liens, notices, new accounts and pay history of current accounts. This group meets twice a month on the first and third Tuesday of each month at 11:30am for lunch and roundtable account discussion. The second meeting of the month is held in conjunction with Super Days and includes networking with other group members and industry specific education.



Chairing the Building Materials Group this year is Ashley Bailey, credit and collections agent for Perfection Fireplace & Supply. Perfection Fireplace & Supply has been in the Houston area for over 25 years. They offer many different types of products such as mailboxes, gas grills, fireplace logs, fireplace doors and even safes. However, Perfection specializes in fireplaces and insulation for builders, contractors and home owners. Ashley contacts most of the company's customers in regards to collection or invoice issues. She researches disputes and decides which credits are to be given. She runs credit reports and checks out all trade and banking references provided by prospective customers before handing the applications in for approval. She enters daily deposits for Perfection Fireplace and works directly with the accounting manager, Susan Baird. Prior to her current position, Ashley was in the medical field as a medical secretary and medical biller in southwest Florida before moving to Houston.

For information on joining the Building Materials group please contact La'Qiana Lewis at localgroups@nacmsouthtexas.org or 281-228-6100:1318.

Transportation Revenue Management Group

The Transportation Revenue Management Group (TRMG) is a multifaceted transportation industry credit group hosted by NACM Houston. The primary function of the group is to provide revenue managers in the freight, air and rail carrier industries, as well as fuel and leasing, factoring and 3PL companies, a forum with emphasis on education, networking, industry specific best practices and benchmarking to better perform the revenue management activities of their business, efficiently and effectively.

Two conferences are held semi-annually and include programs that keep the development of these transportation carriers revenue managers in mind. The next conference will be held in Salt Lake City, UT on October 19-21, 2008 at the Sheraton City Center Hotel. The group's website is continuously updated with the latest information for upcoming meetings as well as an opportunity to view pictures and read articles from past meetings.

The leadership council of the TRMG is comprised of all the chairs of the individual transportation groups, as well as the immediate past chairman. This council is the steering committee for all the groups and provides direction and leadership for planning and implementing the conferences held twice a year. The TRMG group also has as members companies who provide products and services to the transportation industry and support the networking activities of the group.

The opportunity to reap the benefits of company membership in TRMG is available to all transportation carriers serious about keeping their companies abreast of new trends and advancements in their industry.

Industry Credit Group Photos



National Wholesale Nursery Products & Supply Group, July 2008, Salt Lake City, Utah



Barbara Crisci, Chairman, and Deb Andrews, Vice Chairman

SECURING RECEIVABLES AND CREDIT INSURANCE

Prepare for the future and start filling your NACM toolkit!

11:30am • September 16-17, 2008

Cost: \$24.00 per person/\$27.00 for walk-ins

Same day cancellations and no-shows will be billed.

Lunch will be Beef & Chicken Enchiladas

NACM Houston, 10887 Wilcrest Dr., Houston, Texas 77099

Are you aware of the legal and insurance tools available to help you get paid? Liens, UCC filings, joint checks and credit insurance are all a great way to ensure you have a handle on your receivables. So, be sure to attend September's Super Days. Attorney John Herberger of JD Herberger & Associates and Mike Deluca with One Source Risk Management will be here to help you use the proper tools and allow you to get a grip on things. Register today!

Use the proper tool to get a grip on your receivables! This month you'll receive pliers for your NACM toolkit!

You don't want to miss this meeting! Each month you attend NACM Houston 2008 Super Days you'll receive a new tool. You must attend Super Days to receive your item. One item per month, per attendee.

For more information please contact: La'Qiana Lewis

Phone: 281-228-6100:1318

Email: localgroups@nacmsouthtexas.org



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(713) 355-8100
Fax - (713) 355-7475**

Credit Manager's Index

Make your mark. Participate in the monthly survey and help economists and other credit managers keep an eye on conditions and plan for the coming year in business. Click here to view the current and past months' CMI reports.

<http://web.nacm.org/cmi/cmi.asp>



Credit Interchange Department

Looking for ways to make your life a little easier and a little simpler?

There are **MANY ADVANTAGES** to both members and the association when members electronically submit their monthly A/R data to the database.

Considerable savings for you!

- No more requests from NACM for credit references—we will already have them!
- No more requests from other members for credit references—NACM reports will contain your current information!
- “Book of Report” group members need only submit names for their book—their information is already in the database!
- Save \$2 per NACM report!
- Free account monitoring service allowing you to be alerted when your chosen accounts have gone past due or been reported in a Flash Report, or if someone has reported them for bankruptcy.

More timely updated information for you!

- The more A/R data we receive from our members, the more updated data is at everyone’s fingertips.
- The more A/R data we have entered into our system, the more likely it will be that when you pull a credit report, you will have enough updated tradelines to make a credit decision in a timely manner!

Electronically submitting your data couldn’t be easier!

- Already giving data to D&B, Experian or Equifax? We can take it in the same format; just send it to us and we’ll do the rest!
- Want to get started? As long as you can get your A/R into a spreadsheet format with specified columns, we can load it into the database.
- Contact Steve Krischke, Credit Interchange Manager at skrischke@nacmsouthtexas.org or 281-228-6100:1480 for more information.

Help us make you more productive—contact Steve today!

Meet Our Instructors

Dan Pacious, Esq.

Dan Pacious practices commercial litigation in Texas and is the manager of the Pacious Law Firm, PLLC, located in Houston. He worked for the United States Patent and Trademark Office in Washington, D.C. in 2001 before returning to Texas to represent construction suppliers and subcontractors who “provide the materials and do the work but don’t get paid.” Recovering these monies comes easy to Dan—long before he became a lawyer, he worked in the trenches as a carpenter’s and mason’s assistant. He learned first hand the value that subcontractors and suppliers in Texas bring to each construction project and for which they rightly deserve to get paid. Over the years, Dan has successfully recovered significant funds on behalf of various clients before and after a judgment is signed.

Dan holds a bachelor’s and master’s degree from Texas State University and a JD from South Texas College of Law in Houston. He currently teaches both the Business Law and Business Credit Law classes at NACM. Dan will be speaking on a critical topic in today’s business credit climate, “Top Ten Credit Application Mistakes—And How to Avoid Them!” at NACM Houston’s 2008 All-South Conference in Galveston.

Dan is a member of both the Houston Bar and Texas Construction Law Sections, and is a member of NACM. He is currently the vice president of the Houston Youth Soccer Association and is past president of the Lamar Soccer Club, Inc. and coach of the Spring 2008 State Champion Lamar Lady Lightning girls soccer team, both in Richmond.

what's coming up???

NACM HOUSTON SEPTEMBER/OCTOBER 2008 EDUCATION CALENDAR

DATE	EVENT, PRESENTER	TIME
Sep 3	Teleconference: Selling Your Bankruptcy Claim: The Risks and the Rewards Presenter: Bruce Nathan, Esq. For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Sep 5	Collection Management Presenter: Jim Shreve 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
Sep 8 – Dec 19	Accounting Online Course Instructors: Angela Brent, CPA and Meredith Mostochuk, CBA For more information, please contact the NACM Education Dept. at 410-740-5560.	
Sep 8 – Nov 28	Business Law Online Course Instructor: Mark Berman, Esq. For more information, please contact the NACM Education Dept. at 410-740-5560.	
Sep 8 – Nov 28	Credit Law Online Course Instructor: Mary Ann Blackmore, CCE For more information, please contact the NACM Education Dept. at 410-740-5560.	
Sep 9 – Nov 25	Credit Law Presenter: Daniel Pacious, Esq. NACM Houston Conference Center This course qualifies for and is required to attain CBF certification. With the legal environment of business constantly changing, it is imperative to have a solid understanding of the laws that affect business and credit. This course is designed to introduce students to the basics of law, the legalities of contracts and the emerging importance placed upon law affecting cyber crimes. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org .	6:00-9:00pm
Sep 11	FCIB California International Round Table For more information, please contact FCIB at 410-423-1840.	
Sep 11 – Dec 1	Financial Statement Analysis I Presenter: Martha Hirsch, CCE NACM Houston Conference Center The goal of this course is to improve the participants ability to translate financial statement numbers into a meaningful map for business decisions. Participants will be able to approach financial statements with enhanced confidence and understanding of a firm's historical, current and prospective financial condition and performance. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org .	6:00-9:00pm
Sep 14	FCIB's International Credit & Risk Management Online Course For more information, please contact FCIB at 410-423-1840.	
Sep 14 – 19	Financial Statement Analysis I Presenter: James McIntyre, CCE Columbia, MD For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Sep 15	Teleconference: Beyond Overload: 10 Secrets to Get Back Control Presenter: Abby Marks-Beale For more information, please contact the NACM Meetings Dept. at 410-740-5560.	

Sep 18	FCIB Miami International Round Table The Ritz-Carlton, Coconut Grove Miami, FL For more information, please contact FCIB at 410-423-1840.	
Sep 21 – 24	NACM All-South Credit Conference "Better, Faster, Smarter" Galveston, TX Two jam-packed days of education, networking and fun! For more information, please contact NACM Houston at 281-228-6100.	
Sep 22	Paperwork Deadline for Nationwide Certification (CBA, CBF and CCE) Exams For more information, please contact the NACM Education Dept. at 410-740-5560.	
Sep 24	Teleconference: Credit and Sales Presenter: Davy Tyburski For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Sep 24	FCIB New York International Round Table The Princeton Club New York, NY For more information, please contact FCIB at 410-423-1840.	
Oct 3	Financial Analysis Introduction to Financial Analysis Presenter: Jim Shreve NACM Houston Conference Center This seminar is designed for those who require a more in-depth understanding of financial/accounting terms, how to interpret key information from financial statements and the process of performing a credit analysis. This workshop will provide participants an understanding of the accounting terms and principles deployed in the generation financial statements. Attendees gain a firm perspective of the analysis process and how to interpret financial information. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org .	8:30am–4:30pm
Oct 6	Teleconference: Getting Involved in a Creditors' Committee: When a Purchaser Goes Into Chapter 11 Presenter: Mark Berman, Esq. For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Oct 9	Exam Reviews Presenter: Ronnie Archer, CCE NACM Houston Conference Center This session is designed for those people who are registered to take the CBA or CBF Exams in November 2008. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org .	11:30am–1:00pm
Oct	FCIB's Export Regulations & Compliance Online Course For more information, please contact FCIB at 410-423-1840.	
Oct 12	FCIB – MSU Foreign Exchange Management Online Course For more information, please contact FCIB at 410-423-1840.	
Oct 12 – 16	Intermediate Financial Statement Analysis Presenter: George Schnupp, CCE Columbia, MD For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Oct 15	Teleconference: Top Hiring Mistakes—And How To Avoid Them Presenter: Fred Getz For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Oct 15 – 17	Western Region Conference Monte Carlo Resort & Casino, Las Vegas, NV. For more information, please contact the NACM Meetings Dept. at 410-740-5560.	
Oct 23 – 24	NACM-Canada 10th Annual Credit Conference & Expo For more information, please contact FCIB at 410-423-1840.	

Oct 24 **Tools of Financial Analysis** 8:30am–4:30pm

Presenter: Jim Shreve

NACM Houston Conference Center

This seminar is designed for those who have attended Introduction to Financial Analysis or attendees who need additional training in using the tools of analysis. Participants will learn how to use and interpret the tools of financial analysis: Interpretive Analysis, Financial Ratios, Pro-Forma Statement Analysis and the Analysis of Cash Flow Statements. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.

Oct 27 **Teleconference: A Seller's Priority, Stoppage of Delivery and Reclamation Rights: The Opportunities For Enhanced Recovery on its Pre-Petition Trade Claim**

Presenter: Bruce Nathan, Esq.

For more information, please contact the NACM Meetings Dept. at 410-740-5560.

Oct 28 **Mechanics Bonds & Liens** 8:30am–4:30pm

Presenter: Tom Barber, Attorney

NACM Houston Conference Center

This seminar is a MUST ATTEND for all who deal with bonds and liens! You will learn about forms for notices and claims, laws concerning bill-paid affidavits, lien claims against homesteads, how to obtain property information, requirements for submitting a claim and procedures and time limits for filing liens. For more information, please contact NACM Houston Education Department at 281-228-6100:1200 or education@nacmsouthtexas.org.

It's so easy to register! Just call the Education Department at 281-228-6100:1200 or email 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.

Credit Words

REAL-LIFE STORIES OF VICTORY AND DEFEAT

It's a short story contest! Share your most memorable credit experience for a chance to win \$250.

Tell us about the biggest success, proudest moment or most humorous situation experienced during your career. It's not a perfect world, either. You can tell us about an unexpected turn in what should've been an easy task, or even a story of failure that will serve to help other credit professionals in the future.

Deadline: November 1, 2008.

Prize: \$250 for the winner; Two honorable mentions will receive \$50 each.

Published articles will earn five (5) points on the NACM Career Roadmap or two (2) points towards CCE Recertification.

For more information and contest rules, please visit <http://www.nacm.org/images/CreditWords.pdf>.

NACM-National Joins NACM Houston in Filing Amicus Brief in Texas Supreme Court

Jacob Barron, NACM staff writer

The NACM-National Board, after approving the measure, recently joined NACM-Houston in filing an amicus curiae, or “friend of the court” brief, in *Dealers Electrical Supply Co. v. Scoggins Construction Company, Inc.* filed in the state Supreme Court of Texas. Forde Construction Company, Inc., a company operating in Texas for several decades, also signed on to the brief.

By filing the brief, NACM-National and NACM Houston have gone on the record in support of Dealers Electric Supply Co. (“Dealers”) who, after being awarded payment then having the decision reversed upon appeal, now faces the state’s highest court in the matter of who can legally receive payment according to the state’s McGregor Act. Dealers originally supplied nearly \$80,000 of electrical materials to Diamond Industries, a subcontractor of the other party in the suit, Scoggins Construction Company (“Scoggins”), the general contractor, all of which was to be used in the construction of a public school. Both Scoggins and Diamond refused to pay for the materials and Dealers brought suit against Scoggins for a construction trust fund violation and for breach of a joint check agreement, which they won. “The 13th Court of Appeals reversed the judgment of the trial court and rendered judgment for Scoggins, holding that the McGregor Act is the exclusive means to establish the existence of a cause of action by laborers or suppliers on a public project and that Dealers’ Trust Fund claim failed because that Act does not apply to contracts covered by payment bonds,” said the brief. NACM-National, NACM Houston and Forde Construction all agree that the 13th Court of Appeals’ holding is incorrect and will eventually have “disastrous” effects for material suppliers, subcontractors and for the construction industry as a whole.

In the brief, it is noted that the 13th Court of Appeals relied in part on an erroneous interpretation of the McGregor Act, which defines a “payment bond” as “solely for the protection and use of payment bond beneficiaries who have a direct contractual relationship with the prime contractor or a subcontractor to supply public work labor or material.” To collect on the bond, the payment bond beneficiary, in this case, Dealers, has to comply with the notice provisions as required by the Act. However, the 13th Court of Appeals, in their decision, read the Act as “mandatory and [providing] the exclusive means to establish the existence of a cause of action by laborers or suppliers on a public project,” despite this language being notably ambiguous in the act. “The provisions of the McGregor Act further provide that a payment bond beneficiary ‘may’ sue the principal or surety on the bond,” said the brief. “Nowhere in the McGregor Act does it establish the payment bond as the sole remedy available to a claimant, but instead uses the permissive ‘may’ in describing the Act’s potential exclusivity.”

The brief further goes on to note that the Supreme Court should reverse the 13th Court of Appeals’ decision for a number of other reasons other than the court’s misinterpretation of the McGregor Act. J.D. Herberger and Associates, PC is the law firm that filed the claim.

Stay tuned for more information on the case. To learn more about NACM’s legislative activities, visit www.nacm.org/resource/bank_updates.shtml. To learn more about how to get the most out of liens and bonds in the construction industry, visit NACM’s newest service, the Mechanic’s Lien & Bond Services, visit <http://web.nacm.org/mlbs/index1.org>.



DATE	PROGRAM TOPICS	MENU
Sep 16 & 17	Securing Receivables and Credit Insurance	Beef & Chicken Enchiladas
Oct 21 & 22	Privacy Legislation	Chicken Parmesan
Nov 18 & 19	New Technology for Credit—Amazing Internet Sites	Turducken
Dec 16 & 17	Collection Tips	Honey Glazed Ham

september

sunday	monday	tuesday	wednesday	thursday	friday	saturday
	Labor Day 1	2 11:30am - BLMT	3 2:00pm - Selling your Bankruptcy Claims: The Risks and the Rewards (Teleconference)	4	5 8:30am - Collection Management	6
7	8	9 6:00pm - Credit Law	10 HEC Group Meeting	11 6:00pm - FSA I	12	13
14	15 2:00am - Beyond Overload: 10 Secrets to Get Back Control (Teleconference)	16 10:30am - PLUM Group Meeting 11:30am - BLMT Group Meeting 11:30am - ELEC Group Meeting 11:30am - HAC Group Meeting 6:00pm - Credit Law	17 10:00am - INTL Group Meeting 11:30am - CONT Group Meeting 11:30am - INDS Group Meeting 11:30am - OFSS Group Meeting	18 8:30am - HRIS - Off-site 11:30am - ADME (Joe's Crab Shack) 6:00pm - FSA I	19 SETR - Book Only	20
21	22	23 6:00pm - Credit Law	24 2:00pm - Credit and Sales (Teleconference)	25 11:30am - STLM Group Meeting (Joe's Crab Shack) 6:00pm - FSA I	26	27
All-South Credit Conference in Galveston Island, Texas						
28	29	30 6:00pm - Credit Law				