



septembersuperdays

RISK MITIGATION THROUGH BETTER DOCUMENTS

NACM Houston: Helping You Find Your Way

Presenter: Randy Lindley, Esq., Bell Nunnally & Martin LLP

The power of documentation: Does the invoice name match the credit application? What you need to make your case in court.

Time: 11:30am

Dates: September 21 & 22

Cost: \$26 per person; \$31 for walk-ins*

Lunch will be Honey-Glazed Spiral Baked Ham

**Cancellations received 72 hours prior to education events, group meetings and special events will be honored. Cancellations not received in the stated time frame and no-shows will be billed. Qualified substitutions are welcome. Written email or fax verification will be issued by NACM Houston.*



NACM really is here to help you find your way!

For each Super Days event you attend from January through November 2010, your name will be entered to win a Global Positioning System (GPS). The winner will be announced at the Holiday Gala/Super Days event in December.

Bonus: If you attend all 11 Super Days from January through November, you will be entered for an additional 5 chances! If you can only attend 10 of those 11 Super Days, you will still receive an additional 2 chances to win!



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NACM Houston

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

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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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Ace Mart Restaurant Supply
DHL Express

Daniel Clift 0.2
Kay Fearington 0.2
Denise Harrington 0.2
Tisha Lopez 0.2
Claudette Clendennen 1.2

groups calendar 2010

DAY	DATE	GROUP	CITY	HOTEL/LOCATION
Wed	Sep 22	NOSS	Houston	NACM Houston
Sun-Tue	Oct 10-12	TRMG	Atlanta	Doubletree Buckhead
All-South	Oct 17-20	TSWCCG	Oklahoma	Skirvin Hilton



Report for
August 2010

The trend in data this past week was hardly encouraging, resulting in another chorus of pronouncements regarding an imminent return to recession. The housing market remains in the doldrums, GDP numbers were revised down in reaction to the worsening trade deficit numbers and there was a decline in the markets. In the midst of all this gloom comes the latest iteration of the Credit Managers' Index (CMI) and it is looking much like a beacon of hope. Over the last several years, the CMI has proven over and over that it is somewhat prescient when it comes to bigger economic trends. The precipitous decline in the CMI in June and July 2008 presaged the overall collapse of the economy three or four months later. The index started to gain as early as October 2009, followed by the rest of the economy, which showed some recovery by the end of the year (5% growth for the quarter). Worsening conditions began to appear in the CMI as early as May of this year followed by the economy as a whole in June and July.

"The good news coming from the August CMI is that the index showed some modest recovery, which was more dramatic in the manufacturing sector than in services," said Chris Kuehl, Ph.D., NACM economic advisor. "If the past is any prologue, this may signal some slow improvements in the overall economy within the next month or two. This optimistic assessment is tempered by the fact that the service sector remains weak and, given the size of this sector in the U.S. economy, as a whole remains a significant drag on overall recovery."

The improvement in the index—from 53.0 to 53.3—stems from small adjustments in areas that traditionally signal distress. The number of accounts placed for collection improved, invoking a number of suggestions as to why this is the case. Part of the reason, Kuehl noted, is that many of the weakest creditors have now exited the system—they have folded. There is also some renewed patience on the part of creditors according to survey respondents' comments: a willingness to work with accounts because improved business conditions may be on the horizon. The natural preference is to get paid by a customer and keep them in the system. Having to resort to collection usually means the relationship is destined to deteriorate. There is now a growing sense that patience may be rewarded should the economy stage any sort of turnaround in the coming months.

To view the full August CMI report, and to sign up to receive monthly email reminders to take part in the survey, please visit <http://web.nacm.org/cmi/cmi.asp>.



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

Directory

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Houston, TX 77272-1348
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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.

Group Spotlight

Southeast Texas Regional Group

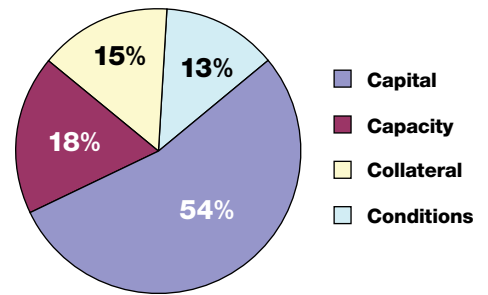
Members of the Southeast Texas Regional Group (SETR) own, warehouse and sell construction and building material products. Members are in the Beaumont area, but sell to customers all over Texas. SETR meets quarterly (Feb/May/Aug/Nov) in Beaumont. Members take turns hosting the meeting and lunch at their offices in the southeast area.

For more information on joining this group, please contact Kathy Pace, the Local Groups Coordinator at 281-228-6100 ext. 1318 or localgroups@nacmsouthtexas.org.

flashpoll

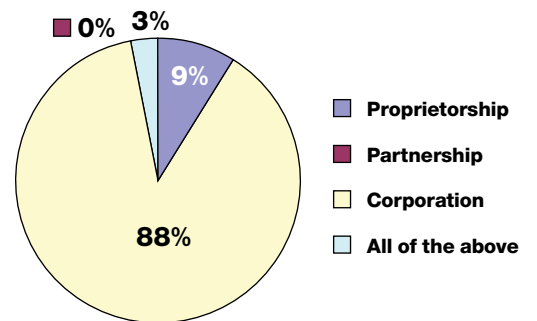
Q: You measure the net worth of an applicant based on _____?

Answer: Capital



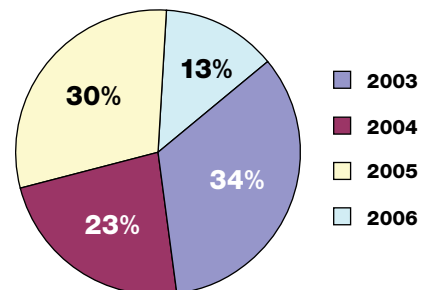
Q: Which organizational form allows the business to be separate, distinct entity from the owners?

Answer: Corporation



Q: In what year did bankruptcy reform start?

Answer: 2005



what's coming up in 2010?

DATE	EVENT, PRESENTER	TIME
Sep 7	Business Law Online Course Session Begins 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 laws affecting cyber crimes. Click here for more information and to register.	
Sep 7	Credit Law Online Course Session Begins A continuation of the Business Law course, Credit Law looks more closely at negotiable instruments, debtor-creditor relationships and government regulations. Click here for more information and to register.	
Sep 10	Reviewing Customer Accounts <i>Presenter: Jim Shreve, FTD Resources</i> Concerned about exposure to credit risk in your existing customer base? This seminar focuses on how to conduct professional annual credit reviews in order to minimize credit risk while enhancing profitability. Learn how to develop a systematic approach in deciding which accounts to review, recognize the signs of a financially distressed business before the account becomes past due, integrate customer calls into the review process, improve the quality of annual trade and bank checks, and use a financial analysis checklist for performing an annual check of the financial health of a business. Held at the NACM Houston Conference Center.	8:30am–4:30pm
Sep 13	Credit Lifecycle (Teleconference) <i>Presenter: Scott Tillesen, CCE</i> Click here for more information and to register.	2:00–3:00pm
Sep 14–Nov 16	Credit Law – NACM Houston <i>Instructor: Daniel Pacious, Esq., Pacious Law Firm PLLC</i> 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. Held Tuesdays at the NACM Houston Conference Center.	6:00–9:00pm
Sep 15	Derivative Financing, High Low Transactions & Hedging: What Credit Analysts Should Watch Out for in the Oil Patch <i>Presenter: Denis Vermette, Spark Energy LP</i> Do you know what these terms mean? If you are a credit professional whose company sells to the oil and gas industry, the value of your credit recommendations may hinge on your understanding of these financial instruments and how they change the risk profile of your customers. Held at the NACM Houston Conference Center. Summertime 2 for 1 Sale!*	8:30–11:30am
Sep 16–Nov 18	Financial Statement Analysis I – NACM Houston <i>Instructor: Joe Lain, CCE, Smith Drilling & Remedial</i> The goal of this course is to improve the participant's ability to translate financial statement numbers into a meaningful map for business decisions. Participants will be able to approach financial statements with enhanced confidence and understanding of a firm's historical, current and prospective financial condition and performance. Held Thursdays at the NACM Houston Conference Center.	6:00–9:00pm
Sep 17	International Letters of Credit <i>Presenter: Cecil Carder, Wells Fargo Trade Bank</i> 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! Held at the NACM Houston Conference Center. Summertime 2 for 1 Sale!*	8:30am–4:30pm
Sep 19–24	Financial Statement Analysis 2 (Certificate Session) This intensive program offers a comprehensive look at the credit function. Upon successful completion, you should understand the role of credit in financial management, the components of effective credit department systems and procedures, specific government regulations that pertain to business credit, credit and policy procedures, selling terms, negotiable instruments, the Uniform Commercial Code, credit investigations, financing and insurance, business credit fraud, factors associated with credit limits, out-of-court settlements, and bankruptcy. Click here for more information and to register.	
Sep 20	Paperwork Deadline for Nationwide Certification (CBA/CBF/CCE) Exams Certification Exam Schedule Click here for more information and to register.	
Sep 21	Advanced M&M Bonds & Liens <i>Presenter: Brian Gaudet, Esq. & Barry Rabon, Esq., Coats Rose Yale Ryman & Lee, PC</i> Take your knowledge of filing and understanding M&M liens to the next level. This seminar is designed to expand on the popular M&M Bonds & Liens class taught by Tom Barber and will cover lien and other releases, joint check agreements, bonding around liens and what it means, trust fund violations and liens and bankruptcy. Held at the NACM Houston Conference Center.	8:30–11:30am
Sep 22	Advanced Contract Terms (Teleconference) <i>Presenter: Jim Fullerton, Esq.</i> Click here for more information and to register.	2:00–3:30pm

* Call Michele Hamby or Ellen Neuwirth-Hirsch at 281-228-6100 for details.

what's coming up in 2010?

DATE	EVENT, PRESENTER	TIME
Sep 27	Accounting ABCs (Teleconference) <i>Presenter: Meredith Mostochuk, CBA</i> Click here for more information and to register.	2:00–3:00pm
Sep 30	CBA Exam Review: Session 1 of 3 – Business Credit Principles <i>Presenter: Linda Bost, CCE, Copper Brass International</i> Part of the CBA exam review package. Course-specific review session covering the Business Credit Principles class, designed for those persons who are registered to take the CBA exam, or those who are just interested in brushing up their knowledge in preparation for a future exam date. Includes review and practice questions. Held at the NACM Houston Conference Center.	6:00–8:00pm
Oct 4	False Corporate Bookkeeping and Reporting: Analyzing Financial Statements, Recent Financial Regulations and Legal Issues of Interest to the Credit Professional (Teleconference) <i>Presenter: Scott Blakeley, Esq.</i> Click here for more information and to register.	2:00–3:30pm
Oct 6	CBF & CCE Exam Reviews <i>Presenter: Ronnie Archer, CCE, Dunn Enterprises, Inc.</i> This session is designed for those people who are registered to take the CBF or CCE exam in November. Held at the NACM Houston Conference Center.	11:30am–1:00pm
Oct 6	Hands-On Credit: Session 1—Introduction, Setting Your Credit Policy, Designing Your Credit Application and Terms on Credit Apps, Purchase Orders and Invoices <i>Presenters: Multiple Instructors</i> Attend this workshop as part of the Hands-On Credit series or as a standalone workshop. Designed as an introduction to credit for new companies and companies that are new to the granting of business-to-business credit on more than a handshake. This workshop will deliver practical information that you can use to start up the credit function at your business. Held at the NACM Houston Conference Center.	8:30–11:30am
Oct 7	Post-Judgment Remedies <i>Presenter: Randy Lindley, Esq., Bell Nunnally & Martin LLP</i> Find out how to turn your judgments into cash. Topics covered include locating assets, enforcing the judgment against both real estate and personal property, garnishing bank accounts obtaining turnover orders for shares of stock and causes of action, fraudulent transfers and bankruptcy issues. Held at the NACM Houston Conference Center.	8:30–11:30am
Oct 7	Mechanic's Lien and Bond Half-Day Workshop: Minneapolis, MN <i>Presenter: Greg Powelson</i> Held at the Minneapolis Airport Marriott.	
Oct 7–9	CFDD National Conference: Minneapolis, MN Held at the Minneapolis Airport Marriott. Click here for more information and to register.	
Oct 13	Hands-On Credit: Session 2—Antitrust Laws, Credit References & Credit Reports <i>Presenters: Multiple</i> Attend this workshop as part of the Hands-On Credit series or as a standalone workshop. Designed as an introduction to credit for new companies and companies that are new to the granting of business-to-business credit on more than a handshake. Practical information on how to check credit references, what information you can get from credit reports and how to obtain information without violating the antitrust laws. Held at the NACM Houston Conference Center.	8:30–11:30am
Oct 13	Taking the Fear Out of Financial Statements (Teleconference) <i>Presenter: Toni Drake, CCE</i> Click here for more information and to register.	2:00–3:30pm
Oct 13	CBA Exam Review: Session 2 of 3—Accounting <i>Presenter: Ronnie Archer, CCE, Dunn Enterprises, Inc.</i> Part of the CBA Exam Review package. Course-specific review session covering the Basic Financial Accounting class, designed for those persons who are registered to take the CBA exam, or those who are just interested in brushing up their knowledge in preparation for a future exam date. Includes a review and practice questions. Held at the NACM Houston Conference Center.	6:00–8:00pm
Oct 15	Introduction to Financial Analysis <i>Presenter: Jim Shreve, FTD Resources</i> 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. It will provide participants an understanding of the accounting terms and principles deployed in financial statements. Attendees gain a firm perspective of the analysis process and how to interpret financial information. Held at the NACM Houston Conference Center.	8:30am–4:30pm
Oct 17–20	NACM All South Conference: Oklahoma City, OK Contact NACM MidAmerica at 405-235-1341 or assn@nacmservices.com for more information.	

DATE	EVENT, PRESENTER	TIME
Oct 17–22	Financial Statement Analysis 1 <i>Instructor: James McIntyre, CCE</i> Financial Statement Analysis (FSAI) is a method of interpreting accounting data in an effort to understand the current financial performance of an entity and project its future health. FSAI keeps the evaluation process simple, but requires a working knowledge of basic accounting principles. The emphasis of the course is on analyzing financial statements issued by companies using fundamental ratio analysis techniques and analysis of the statement of cash flows. These evaluations can be used to determine the operating efficiency, profitability and financial risk of a firm. Click here for more information and to register.	
Oct 18	Preferences (Teleconference) <i>Presenter: Deborah Thorne, Esq.</i> Click here for more information and to register.	2:00–3:00pm
Oct 20	Hands-On Credit: Session 3—Financial Statements & Risk Management <i>Presenters: Multiple</i> Attend this workshop as part of the Hands-On Credit series or as a standalone workshop. Designed as an introduction to credit for new companies and companies that are new to the granting of business-to-business credit on more than a handshake. Practical information on obtaining and examining financial statements before you grant credit and as part of the periodic credit review process. Plus, an overview of securitization, factoring, credit insurance and other ways you can manage your risk. Held at the NACM Houston Conference Center.	8:30–11:30am
Oct 20	The Use and Abuse of Customer Financial Statement Analysis Including Ratio Analysis (Teleconference) <i>Presenter: Michael Dennis, CBF</i> Click here for more information and to register.	2:00–3:00pm
Oct 26	CBA Exam Review: Session 3 of 3—Financial Statement Analysis I <i>Instructor: Wayne Hicks, CCE, MC Tubular Products</i> Part of the CBA Exam Review package. Course-specific review session covering the Financial Statement Analysis I class, designed for those persons who are registered to take the CBA exam, or those who are just interested in brushing up their knowledge in preparation for a future exam date. Includes a review and practice questions. Held at the NACM Houston Conference Center.	6:00–8:00pm
Oct 27	Hands-On Credit: Session 4—Decision Time, Collections and NACM Resources <i>Presenter: Multiple</i> Attend this workshop as part of the Hands-On Credit series or as a standalone workshop. Designed as an introduction to credit for new companies and companies that are new to the granting of business-to-business credit on more than a handshake. Practical information on how you actually decide on terms and credit limits after you've gathered information, tips on how to collect when your customer doesn't pay and the resources available at NACM to help your company. Held at the NACM Houston Conference Center.	8:30–11:30am
Oct 27	A Seller's "20 Day Goods" Administrative Priority Claim, Reclamation... (Teleconference) <i>Presenter: Bruce Nathan, Esq.</i> Click here for more information and to register.	2:00–3:30pm

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.



NACM Houston Staff Member Spotlight

Deana Gardner Accounting Assistant

Deana Gardner began her career with NACM Houston in March 2005 as Groups Representative and moved through the ranks to Sr. Groups Manager.

In 2009, Deana chose to transfer internally to the Accounting Department. She handles accounts payable, reconciling accounts and works with the NACM bank accounts. She continues to assist with special projects, especially as an NACM monitor at Transportation Revenue Management Group bi-annual conferences.

Deana enjoys working with a variety of people and is always interested in getting to know NACM members and learning their business of commercial credit. Consequently, she has gained a new respect for the business-to-business industry. She enjoys her roles with the NACM Houston family.

Education Committee 2010–2011

Member

John Stryker, CBF

Ronnie Archer, CCE
Linda Bost, CCE
John DeShazo, CCE, CICP
Wayne Hicks, CCE
Leanne Pease, CCE
Kristy Woolsey, CBA

Company

Citgo Petroleum

Dunn Enterprises, Inc.
Copper Brass International
Tyco Valves & Controls LP
MC Tubular Products
Honorary Member
Wilson Industries LP

Events & Activities Committee 2010–2011

Member

Carol Zingelmann, CCE

Roxanne Gorena, CBA
John Herberger, Esq.
Don Jeffers, CBF
Brenda Keener
Lou Mulligan, CBF

Company

Tyco Valves & Controls NA

Halliburton Energy Services
JD Herberger & Associates
Bay Houston Towing
Gulf & Basco LP
National Oilwell Varco, Inc.

Government Committee Roster 2010–2011

Member

Dave McMillen, CCE

Ronnie Archer, CCE
Linda Bost, CCE
Donald Burell, CCE
Joe DiBlasi
John Herberger, Esq.
Tom Holder, CCE, CICP
Don Jeffers, CBF
Senette Parker
Simon Sanchez
James Sczudlo, CCE
Linda Sparks

Company

Waukesha Pearce Industries, Inc.

Dunn Enterprises
Copper Brass International
Schlumberger Technology Corp.
Southwestern Controls
JD Herberger & Associates
Shell Chemical LP
Bay Houston Towing
National Oilwell Varco, Inc.
Tyco Flow Control Americas
Schlumberger Technology Corp.
West End Lumber Co., Inc.

Membership Committee 2010–2011

Member

Linda Bost, CCE

James Criswell
Charles Dunlap
Bruce McKee
David McMillen, CCE
Susan Nash, CBF
Brenda Oprean
Pamela Woodroof, CCE

Company

Copper Brass International

Credit Alternatives
Lone Star AC Appliance & Repair LLC
Packaging Service Co., Inc.
Waukesha Pearce Industries, Inc.
TIW Corporation
Cameron Valves & Measurements
BJ Services

Note: As Chairman of the Board, Gary White, CCE serves as an ex-officio member of all committees.



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International Credit Executives Industry Credit Group Meeting Schedule

Be a part of the International Executives Industry Credit Group and get 1-1/2 hours of topical education at the monthly meetings. All meetings are from **10:00-11:30am** and are **followed by an optional networking lunch**. This is a great opportunity to learn from some premier speakers and network with your peers. For more information on joining this group, contact Kathy Pace at 281-228-6100 ext. 1318 or kpace@nacmsouthtexas.org.

September 22, 2010	Ready for Risk? Selling to Africa With Ongoing Political Unrest and a Culture of Fraud Presented by Vernon Darko, EquipXp, LC
October 13, 2010	Hěn Gāoxìng Rènshì Nǐ: China, Unlimited Frontiers Presented by William Wang, CTP, Wells Fargo Bank, NA
November 17, 2010	Stability of the Euro and What It Means to Your Business, the U.S. Dollar and the PIIGS Nations Presented by Mike DeLuca, One Source Risk Management
December 16, 2010	Gathering Information Before Putting Your Company Assets at Risk in the International Venue Presented by Bob Schmitt, C ³ Business Information, Inc.
January 19, 2011	NACM Houston's All Country Roundtable: Trade Experience Review Presented by Michael Hoiden, Euler Hermes ACI
February 23, 2011	Understanding Export Regulations As They Relate to Denied Parties & OFAC Presented by Duaine Priestley, District Export Council, U.S. Dept. of Commerce
March 23, 2011	South of the Border, Beyond Mexico: Selling to Our South American Neighbors Presented by Miguel Carranza, International Risk Consultants, Inc.
April 20, 2011	We All Know What Happened in Greece...Are There Others? Doing Business in the Middle East and Mediterranean Presented by Neil Jones, One Source Risk Management
May 18, 2011	Understanding What You See...International Financial Statements Presented by Jay Wald, CCE, Core Laboratories, Inc.
June 22, 2011	Up, Down, Left, Right...You Can Screw Up International Deals Just by Offering the Wrong Hand! International Etiquette Presented by Duaine Priestley, District Export Council, U.S. Dept. of Commerce & Sonia Garza-Monarchi, Garza Protocol Associates LLC
July 20, 2011	Protecting Your International Sales With Bonds Presented by Senette Parker, National Oilwell Varco, Inc.

NACM Houston

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Membership Information
Ellen Neuwirth-Hirsch
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Fax: 281-228-6123
Email:

eneuwirth@nacmsouthtexas.org

NACM Houston Scholarship Fund

The Scholarship fund of NACM Houston was originally set up in January 1984 in memory of Harry Richardson and Frank J. Matela. 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 and meetings and NACM professional designation fees.

Member companies participate in the fund revenue through annual voluntary contributions and special fundraisers such as the Dessert Auction conducted at the Annual Meeting. Representatives from the participating companies are encouraged to apply for scholarships as outlined below:

Eligibility Criteria

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. For All South and Credit Congress, the scholarship application must be received no later than two weeks before close of the advertised early bird registration date.

In addition, for Credit Congress and All South scholarships, member representatives whose company received a scholarship to the same conference within the last two years will automatically be placed at the end of the alternate line. Should scholarship allocations go unapplied for by new applicants, repeat applicants will become immediately eligible for that event's scholarships.

Selection

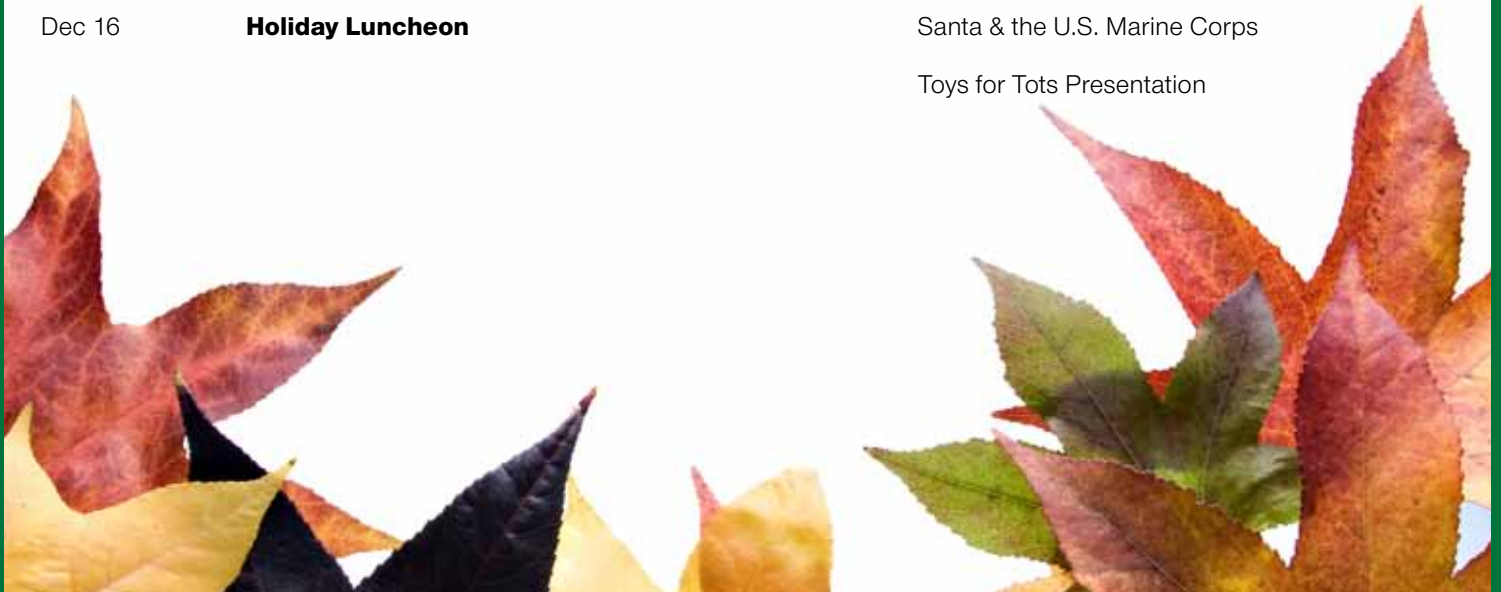
Scholarship recipients are selected based on the number of scholarships that are available and the number of members requesting scholarships. In the event that there are more members requesting scholarships than available, a random drawing of all applicants shall take place. Members selected to receive a scholarship shall be so notified in writing two weeks or ten days prior to the educational opportunity and by early bird registration for conferences. Those not selected shall be notified by phone, fax, or email within the same time frame as those winning the scholarship.

As forfeiture of scholarships occur, alternates will be notified (in the order drawn) that they are now recipients of a scholarship.

For additional information contact Michele Hamby or Ellen Neuwirth-Hirsch at 281-228-6100.



DATE	PROGRAM TOPICS	SPEAKERS
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 Toys for Tots Presentation



september

sunday	monday	tuesday	wednesday	thursday	friday	saturday	
			1	2	3	4	
5	Labor Day NACM Houston Holiday	6	7	8 11:30am - HEC Group	9 9:30am - HRIS Group	10	11
12	8:30am - Reviewing Customer Accounts	13	14	15 8:30am - Derivatives Financing, High Low Transactions & Hedging: What Credit Analysts Should Watch Out for in the Oil Patch	16 11:30am - ADME (NACM Conference Center) 2:30pm - Events Committee Meeting 6:00pm - FSAI Class	17 8:30am - International Letters of Credit 11:30am - SETR - Book Only	18
19	20	21 8:30am - Advanced M&M Bonds & Liens 10:30am - CONT Group Mtg 11:30am - BLMT Group Mtg 11:30am - ELEC Group Mtg	22 10:00am - INTL Group Mtg 11:30am - OFSS Group Mtg 11:30am - CHEM Group	23 6:00pm - FSAI Class	24	25	
26	27	28	29	30 11:30am - STLM Group Mtg (Joe's Crab Shack) 6:00pm - FSAI Class 6:00pm - CBA Exam Reviews: Session 1 of 3—Business Credit Principles			