

Greetings & Happy New Year,

It's hard to believe that another year has come and gone and that we are in 2012. While 2011 was a year of change for some; it was also a year for growth. Some of us took on new jobs, and we also had to say our last goodbyes to some of our colleagues and past Board members. Mary Ann Farmer (Grocery Supply) and James Mason (Republic National Bank) were former Board members who passed away along with several members of our affiliate, including John Pittman (P & G Plumbing Supply), Penny Strong (Wilson Co), Monetta Valien (Shreveport Times) and Melida Vasquez (Intercon Paper). All will be truly missed.

We will kick off 2012 with our Annual Meeting on January 26th. One of our insightful speakers, Chris Kuehl (Armada Corporate Intelligence) will give us a preview of our credit challenges within the World Economy during 2012. Jim Fisher (Vice President, Vantiv) will give us very useful information on reducing credit card processing fees, the Durbin Bill, P-cards, Level III, etc. Robin Schauseil (President/COO NACM National) will provide the latest on our National front.

This year's Credit Congress will be here in our own Lone Star State, or more specifically the Gaylord Texan in Grapevine (June 10-13, 2012). Lets ALL make plans to attend with our Credit Staffs and give our guests from other NACM affiliates around the US a taste of NACM Southwest/Texas hospitality. I'll look forward to seeing you there.

Best always,



Don Smith, CCE  
Chairman of the Board

## WELCOME NEW MEMBERS!

COMPUCOM SYSTEMS INC  
DALLAS MORNING NEWS  
(MULTIPLE MEMBER)  
LOCUS TELECOMMUNICATIONS  
MORRISON SUPPLY CO.  
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SOUTHERN WOOD FLOORING &  
SUPPLY

## YOUR COMPANY'S BOTTOM LINE

By using NACM Southwest to handle your business debt collections, you can expect:

- the best, most qualified in the business
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## NACM'S MAIL BAG

Manjula Phelps (Preferred Pump & Equipment, LLP) writes to Delyn Simonis: "A very Merry Christmas to you and your family and safe holidays. Thank you for all that you and NACM have done for us in 2011. You guys keep impressing us, and it has been a pleasure to work with you."



# CAREER DEVELOPMENT

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## EDUCATIONAL SESSIONS

**NACM Southwest's Annual Meeting**   
registration form [click here](#)

January 26, 2012

Chris Kuehl, Armada Corporate Intelligence  
Sponsored by: Bell Nunnally & Martin, LLP

Jim Fisher, VP, Fifth Third Processing Solutions

**Texas Bonds & Liens Seminar**

February 24, 2012

Mike Albers, Esq., Hunton & Williams LLP  
more information coming soon

**Teaming with Sales**

March 8, 2012

Toni Drake, CCE, TRM Financial Services  
more information coming soon

*New!  
Teleconference*


**Construction Boot Camp**

March 23, 2012

Randall K. Lindley, Esq., Bell Nunnally & Martin, LLP  
more information coming soon

## CERTIFICATION PROGRAMS

Certification Exam Schedule 

CAP III Financial Statement Analysis Reg Form   
1/21/12 - 3/17/12



For more information click here: 

## Designation Recipients Announced...

Congratulations to the following members who have successfully completed the requirements for NACM National designations.

### Certified Credit Executive (CCE)

Roxanne T. Price, CCE, Lehigh Hanson, Inc.  
Joanne L. Schultz, CCE, CICP, Lennox Industries

### Credit Business Associate (CBA)

Daniela E. Espino, CBA, American Marazzi Tile, Inc.  
Patrick Greene, CBA, Womack Machine Supply Co

These designations attest to the knowledge, credit contributions and drive for higher education these credit professionals possess. Congratulations on your success!

## SCHOLARSHIP OPPORTUNITIES

### Credit Congress Scholarship:

Alton Tipps, as many of you remember, was an active member of NACM Southwest for many years. A scholarship fund was created in his memory, which covers registration fees to the NACM National Convention (116th Credit Congress - Grapevine, Texas - Gaylord Texan Hotel - June 10 - 13, 2012).

If you are interested in applying for this scholarship, please contact Katie Sartin by email,

[katie@nacmsw.com](mailto:katie@nacmsw.com).

The deadline for applications is February 15, 2012.

### College Tuition Scholarship:

The Theodore Roepe Memorial Scholarship was created to honor long time NACM member Ted Roepe. The \$1,000.00 scholarship is awarded to the top graduating high school senior of an NACM Southwest member or staff personnel who has achieved academic excellence while also being involved in high school and community activities.

Applications are available by emailing Katie Sartin, [katie@nacmsw.com](mailto:katie@nacmsw.com).

The deadline for receipt of completed applications is April 1, 2012.



# TAKE A LOOK

Thank you to our 2012 Annual Meeting Sponsors

## Keynote Speaker Sponsor

Bell, Nunnally & Martin LLP

## Meeting Sponsors

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*January's*

Collections Perspective ◀  
Article by: D. Park Smith  
NACM Southwest

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