

Credit and Financial Development Division

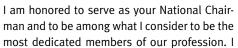
NEWSLETTER

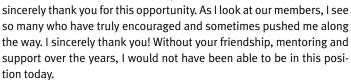
The Official Publication of the NACM Credit and Financial Development Division

June 2008

Letter from...

Mary Moore, CBA CFDD National Chairman



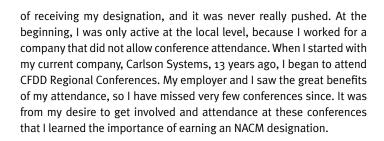


This all began for me 28 years ago (when I was 10). I worked as a PBX operator for an office supply company in Lincoln. After a very short time, our credit manager retired and they advised me that I would be moving into that position. I was in this position for a month or so when I received a call from someone asking me if I wanted to go to Omaha to a meeting. She continued calling me and would not give up. I finally gave in and attended my first CFDD meeting. I eventually accepted a job offer and moved to Omaha, where I starting attending meetings on a regular basis, and found that I really enjoyed them. The person who was persistent in calling was Sharon Foster, who is a very dear friend of mine to this day.

I was not in a big hurry to take on a leadership role, but soon I was working my way up the chairs. At that time, I did not see the importance

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I now kick myself for the delay, and I hope others learn from my mistakes. I am now in a position to get my CBF and have the roadmap points needed for my CCE. I had a personal goal to have my CCE by the time I was installed as your National Chairman. As you can see, this did not happen; however, it will *while* I am Chairman.

The education I have received from CFDD is priceless, as is the personal and professional growth gained. I am committed to making sure that CFDD offers you the same opportunities that it has provided for me. You'll notice that I said, "offer you." You have to reach out and grab what is available to you. You will never experience the success that you can receive if you do not. I personally feel that my mentors have guided me along—and I hope that each and every one of you has a mentor that will do the same.

I would like to thank my affiliate, NACM Midwest, for their support and also allowing me the opportunity to serve on their Board of Directors. This had given me additional insight into the NACM community and an even greater appreciation of our profession. This involvement continues to assist me in my professional growth. I also want to send a big thank you to my local CFDD chapter, Omaha-Lincoln, for the continued support as I have assumed greater leadership responsibilities. They have assisted me both emotionally and financially on my quest to National Chairman. I would also like to thank Carlson Systems for all of their financial support and the ability to attend the functions needed. I can't encourage you enough to get involved with your CFDD Chapter and your NACM affiliate. I assure you, the time you invest will pave the way for your future success and your personal and professional growth. This leads me to my theme for the coming year which is, "CFDD—Today's Investment, Tomorrow's Success."

For 83 years, CFDD has and continues to offer its membership countless opportunities. All you have to do is reach out and take advantage of them. Each one of us must make the decision to either become an involved, active member, or just be another name on the roster. Will this be the year you choose to take advantage and invest in these opportunities? Allow the benefits of CFDD to assist you in reaching your goals and wonderful feelings of success.

It will be my honor to work with this dedicated Board and NACM-National this year, and I pledge to you that we will always be here to

assist you in any possible way. I also pledge that we will continue to work very hard to strengthen and improve the benefits of this wonderful organization for you, the membership.

2008 CFDD Awards & Installation Luncheon

It was an emotional afternoon at NACM's Credit & Financial Development Division (CFDD) Awards and Installation Luncheon. It was a time of remem-



brance for some of the organization's most beloved members, of honors to both deserving individuals and chapters, and a passing of the torch that was touched with laughter and tears.



"I have been thankful to serve CFDD for the last year and look forward to many, many years of opportunities to continue to serve the organization," said CFDD National Chairman Nancy Watson-Pistole, CCE, CICP on her hand-

ing over of the gavel to Chairman-Elect Mary Moore, CBA, credit manager, Carlson Systems.

"I truly believe we are leaders in the industry," stated Moore. "Each one of us makes the decision to become involved or to just be another name on the roster. It will be my honor to work with each and every one of you." Moore said that she believed that once people attended conferences and



saw the value of the experiences gained, they would continue to come back again year after year. Continuing a precedent she set last year, she held a drawing where she would personally pay for the registration for a new member to attend the CFDD National Conference in Kansas City.

At the luncheon, there were 62 scholarships awarded, totaling \$16,560. Over the last year, CFDD has awarded 210 scholarships, nationally and locally, in the amount of \$55,835.42, and since 1990 has handed out

6,697 scholarships worth more than \$1.4 million, clearly demonstrating the organization's goal.

One of the most touching moments of the luncheon was when Watson-Pistole presented the Marilynn Daugherty Spirit Award to Jeffery O'Banion, CCE, CICP, director of credit, Northwest Natural Gas Company. The award was created seven years ago to honor the memory of one of CFDD's most beloved members.



"This award is not given every year, but only when the awards committee feels an individual merits such an honor," stated Watson-Pistole. "Marilynn was a sound guide, but not a critical judge, of those who worked for her and beside her. Her spirit encompassed those around her like a pair of safe, yet strong and protective arms."

O'Banion was surprised by the recognition, especially since he was chair for the award's selection committee.

"It is the ultimate award of recognition of an individual that CFDD can bestow on anyone," said O'Banion. "It's kind of like being named 'Best Friend of the Organization.' It's all I can say. It's huge."

Awards were also given to chapters for Regular Monthly Meeting, which in Class A went to Portland; Class B went to Dallas/Fort Worth; and Class C to Richmond. Seminar/Workshop honors went to Kansas City (Class A), Denver (Class B) and Jasper (Class C).



Membership Awards were given to the CFDD Chapters that had the largest net gain in membership during the year. In Class A, Minneapolis/St. Paul won with 17.2% membership growth. In Class B, the

award was given to Louisville with 15.8% membership growth. And in Class C, Evansville earned honors with an outstanding 53.9% membership growth.

Continued from page 2

Distinguished Member Achievement awards, which were established in 1988 to recognize outstanding individual achievements, went to Charlene Gothard (Class A), Janis Rowe, CCE (Class B) and William Riat, CCE (Class C).



She added, "Our chapters should be proud of the recognition of their members for the Distinguished Member Achievement Award and the Marilynn Daugherty Spirit Award. Membership participation and commitment to serving the profession are core ingredients to chapter success."

Matthew Carr, NACM staff writer

Publicity Awards for chapters were given to Kansas City (Class A) and Dallas/Fort Worth (Class B).



"CFDD recognizes our chapters for outstanding achievements in the areas of Publicity and Programs," commended Carol Fowle, CCE, CFDD Executive Director. "Excelling in these areas fosters growth in membership which is essential as we look toward the future. The three chapters

that were presented awards for membership growth in the last calendar year are reaping the benefits of their achievements from prior years."



CFDD New Designees

CHAPTER

Jasper Louisville Seattle

MEMBER

Angela L. Mundy, CCE Connie Thomas, CCE Julie A. Putman, CBF

COMPANY

Kimball International Marketing Southern Wine & Spirits PCS Millwork

AWARD/ACHIEVEMENT

CCE Designation
CCE Designation
CBF Designation

2008 CFDD National Award Winners

Distinguished Member Achievement Award (DMA)

Class A - Charlene Gothard, Portland

Class B – Janis Rowe, CCE, Dallas/Fort Worth

Class C - William Riat, CCE, Evansville

Marilynn Daugherty Spirit Award

Jeffrey O'Banion, CCE, CICP, Portland

National Membership Awards

Class A - Minneapolis/St. Paul

Class B – Louisville

Class C - Evansville

National Program Awards - Seminar/Workshop

Class A - Kansas City

Class B – Denver

Class C – Jasper

National Program Awards - Regular Monthly Meeting

Class A - Portland

Class B - Dallas/Fort Worth

Class C - Richmond

National Publicity Awards

Class A - Kansas City

Class B - Dallas/Fort Worth

National Scholarship Awards

Certification Program Fees

Sue Ballard, CBF Evansville
Annette Nii Minneapolis/St. Paul
Stacey Smythe, CCE Tacoma

Debbie Tomsic, CBF Toledo

Self-Study Courses

Carla Acosta
Christina Halvorson, CBA
Karen Haynes
Jennifer Pronovost
Gloria Renteria
Susan Sullivan
Jacqueline Turntine
Los Angeles
Los Angeles
Los Angeles
Kansas City

School Registrations

Jane Ashley Raleigh/Durham
Mary Bodhaine Tacoma
Janet Brehmer Richmond
Margie Craig Richmond
Dianne Floyd, CBA Portland
Diane Snyder, CCE Portland

CFDD Conferences

Linda Grissom **Direct Member** Marlene Groh, CBF Charlotte Cindy Hayes Albuquerque Joann Herrera Albuquerque Kevin Huelsman Jasper Darrell Johnson, CCE Jasper Marcia Kaczmarek, CCE Minneapolis/St. Paul Lori Kimball, CBA Salem/Albany Dianna Linquist, CBF Seattle Pamela Meyer, CBF Minneapolis/St. Paul

Michael Meyer, CCE Jasper

Lori Nissen, CCE Minneapolis/St. Paul

Marilyn Poremba, CCE JoAnn Rettke, CCE Sheila Roames, CCE Lisa Stapley, CCE Gwendolyn Stroops, CCE Jill Tamborini, CBA Floy Warren-Feltman Nancy Watson-Pistole, CCE, CICP Nadine Whitehead, CCE

NACM Credit Congress

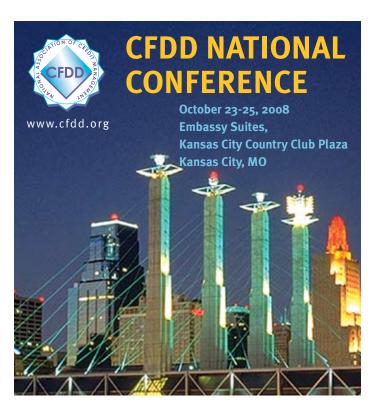
Barbara Condit, CCE Sharon Foster Larry Glenn, CBA Melissa Harrison-Ballou, CCE Shelley Hart, CBF Richard Heavener, CCE, CEW Eunice Helgeson, CCE Nancy Hoffman, CBA Amy Huebner, CCE Donna Hypse, CCE Shawn Ismert, CBA Connie Johnstone Penny Jones, CBF Wendy Legan, CCE Charolette Ludwig, CCE Christine Marchewka, CCE Angela Mundy **Debbie Naccarato** Jeffrey O'Banion, CCE, CICP Maxine Rossum, CCE Nancy Scheneman, CBA Kelly Shock, CCE Carolyn VanKerevelen, CBF Brenda Weaver, CCE

Birmingham Minneapolis/St. Paul Phoenix Denver Phoenix Kansas City Minneapolis/St. Paul Kansas City Kansas City

Minneapolis/St. Paul Omaha/Lincoln Kansas City Louisville Wichita Charlotte

Minneapolis/St. Paul
Denver
Toledo
Wichita
Kansas City
Birmingham
Raleigh/Durham
Dallas/Fort Worth
Toledo
Kansas City
Jasper
Orlando
Portland

Minneapolis/St. Paul Grand Rapids Denver Minneapolis/St. Paul Birmingham





CFDD Board of Directors 2008-2009

NATIONAL CHAIRMAN

Mary Moore, CBA

Manager of Credit Services Carlson Systems, LLC P.O. Box 3036 Omaha, NE 68103 402-593-5236 (CST) 402-597-5153 Fax mmoore@csystems.com

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Michael Meyer, CCE

Credit Manager JOFCO, Inc. P. O. Box 71 Jasper, IN 47546 888-681-8038 (CST) 812-481-7232 Fax mike.meyer@jofco.com

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Marlene Groh, CBF

Credit Manager **US** Foodservice 7801 Statesville Road Charlotte, NC 28269 704-597-4465 (EST) 704-597-4425 Fax marlene.groh@usfood.com

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Nancy Watson-Pistole, CCE, CICP

Regional Credit Manager Cargill Animal Nutrition - SE Region 44 South Ewing Kansas City, MO 66118-1123 913-321-9420:205 (CST) 913-321-6943 Fax nancy_watson-pistole@cargill.com

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NACM BOARD REPRESENTATIVE EFFECTIVE 1/1/09

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Manager of Administration Mission Janitorial Supplies 9292 Activity Road San Diego, CA 92126 858-547-1412 (PST) 858-271-0522 Fax pforeman@missionjanitorial.com

CFDD EXECUTIVE DIRECTOR

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Executive Director NACM-CFDD 8840 Columbia 100 Parkway Columbia, MD 21045 410-423-1830 (EST) 410-740-5574 Fax carolf@nacm.org

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Shelley Hart, CBF Credit Manager Wichita Sheet Metal 1601 South Sheridan Street Wichita, KS 67213 800-777-9767:1211; 316-491-6811 (CST) 316-491-6861 Fax shart@wsmind.com

Donna Hypse, CCE

Controller & Secretary/Treasurer Mid-Continent Safety, LLC P. O. Box 16689 Wichita, KS 67216-0689 316-522-2528:228 (CST) donna.hypse@midsafe.com

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Sandee Texley, CCE Credit Manager

Bowtech 90554 Highway 99 North Eugene, OR 97402 541-284-4711 (PST) 541-284-4930 Fax sandeet@bowtecharchery.com **CHAPTERS**

Detroit, MI Grand Rapids, MI Minneapolis/St. Paul, MN Toledo, OH

Denver, CO Kansas City, MO Omaha/Lincoln, NE Wichita, KS

Charlotte, NC Norfolk, VA Raleigh/Durham, NC Richmond, VA

Seattle, WA Tacoma, WA

Evansville, IN Jasper, IN Louisville, KY New Orleans, LA

Birmingham, AL Dallas/Fort Worth, TX Orlando, FL Tampa, FL

Albuquerque, NM Los Angeles, CA Phoenix, AZ San Diego, CA

Eugene/Springfield, OR Portland, OR Salem/Albany, OR