

2008/2010 OFFICERS

Shawn Ismert, CBA
 President
 Sioux Chief Manufacturing Co., Inc.
 PO Box 397
 Peculiar, MO 64078
 816-779-6104 Fax: 800-758-5950
shawn.ismert@siouxchief.com

Eric Lerdahl
 1st Vice President/Membership Chair
 SPX Cooling Technologies
 7401 W 129th Street
 Overland Park, KS 66213
 913-664-7629 Fax: 913-664-7756
eric.lerdahl@ct.spx.com

2ND Vice President/Program Chair



Jacki Turntine
 Treasurer
 Sioux Chief Manufacturing Co., Inc.
 PO Box 397
 Peculiar, MO 64078
 816-779-6104 Fax: 800-758-5950
Jacki.turntine@siouxchief.com

Nadine Whitehead, CCE
 Assistant Treasurer
 CARQUEST Auto Parts
 7751 Nieman Road
 Shawnee, KS 66214
 913-248-4215 Fax: 913-248-4201
nadine.whitehead@gpi.com

Cindy Wheeler
 Recording Secretary
 CFM Distributors
 1104 Union Ave.
 Kansas City, MO 64101
 816-842-5400 Fax: 816-842-2681
c.wheeler@cfmdistributors.com

Corresponding Secretary



Jill Tamborini, CBA
 Education Chair
 Fujifilm Sericol USA Inc.
jilltamborini@fujifilmsericol.com

Members At Large
Larry Glenn, CBA
 Farmland Foods, Inc.
lglenn@farmland.com

Karen Rayborn
 Austin Hardware
krayborn@austinhardware.com

CREDIT MATTERS\$ EDITOR
 Jill Tamborini, CBA
jilltamborini@fujifilmsericol.com



President's Column

I realize with the position our economy is in we are all very busy, and possibly worried about job status. In these deflated times our country is experiencing it can make us all somewhat depressed and stressed. I would like to remind you that it's times like this where CFDD is an avenue of support for you professionally and personally. Our organization promotes education, networking opportunities and leadership development. I realize companies are cutting back, but I hope your CFDD membership is considered important enough to have the courage to negotiate to maintain.

Our January meeting we played "Credit Jeopardy", the popular CFDD national program. It was an evening of fun interaction amongst ourselves and educational as well. Our very own Alex Trebeck did a great job of leading us in this fun, educational program. After a few adjustments next years will be just as fun.

Our February meeting will be on "Skip Tracing" presented by Tom Bell, NACM Credit Services. I hope you can join us on February 11th to learn about the tools and websites used in your search to locate those unaccounted for customers.

CFDD National has made the national award application process much easier. You can now go to www.nacm.org/cfdd/awards.shtml, complete applications and send them directly to National as e-mail attachments. The Chapter President's signature is no longer required. I hope you will take advantage of this opportunity to earn scholarship funds to assist with Conference fees, Designation application fees, School registration fees, Self Study courses and Teleconferences. Earning scholarship money is one way in showing your employer what CFDD has to offer. If you have any questions or need assistance in completing them please feel free to contact anyone on the board.

If you haven't submitted your membership dues for 2009 I hope you will do so. Your membership is vital in keeping our organization strong and assisting us with the education needed to do our jobs.

Please feel free to contact me or any board member with comments, concerns and/or ideas.

Shawn Ismert, CBA
Chapter President
CFDD: "Where Endless Opportunities Await"

MEMBERSHIP

Our membership is currently at 42 members to start out the year. We had a few members that didn't get their dues in to us in time for the membership report. So we will be adding some back very soon.

Our newest member is Julie Shellenberger, Accounts Receivable Supervisor with American Italian Pasta Company. Julie attended the NACM-CFDD National Conference in October and has been a guest at previous monthly meetings.

Eric Lerdahl
1st Vice President Membership Chair



NACM-CFDD TREASURER'S REPORT

For the month of January, 2009

INVESTMENT ACCOUNT

Prior Month End Balance	\$5,423.50
Deposits	\$1,971.46
Service Charge	\$ (.00)
Disbursements	(\$1,0.00)
Current Month End Balance	\$6,394.96

CHECKING ACCOUNT

Prior Month End Balance	\$432.17
Deposits	\$1,000.00
Disbursements	(\$271.32)
Current Month End Balance	\$1,160.85

Jacki Turntine
Treasurer



PROGRAMS

FEBRUARY – Skip Tracing

MARCH – Business Writing Seminar (tentative)

APRIL – VIP Meeting – Travel Tips

Program Committee

BASKET OF CHEER

Our Kansas City CFDD Chapter will again host our annual fundraiser Basket Of Cheer. For every \$1 ticket purchased you have the chance to win \$100. Each year we raise enough money to fund at least one \$250 scholarship. Please be watching your emails. I will be sending out your tickets the week of February 8th, 2009. We will hold the drawing at our March 2009 meeting. Thank you!

Jacki Turntine
Treasurer



THE 5 C's OF CREDIT

Character
Capacity
Capital
Conditions
Collateral

A possible sixth C during these economic times could be: COMMITMENT

Two great articles to refer to are in the February edition of the Business Credit Magazine.

“A New Slant on the Cs” by Robin Schauseil, CAE

“Limiting and Monitoring Risk Without Decreasing Sales in Economic Downturns” by Phyllis Truitt, CCE.



HAPPY BIRTHDAY!

Birthday Wishes

March

Deb Yount 5th
Jacki Turntine 18th
Betty Moore 24th

If we missed YOU, please contact Eric Lerdahl and let him know when your special day is for future recognition.



IN MEMORY

Marjorie Collins

08/27/21 to 01/24/09

CFDD Past President 1950-1951

Marjorie Ann Brownfield Collins, 87, passed away January 24, 2009 at the Kansas City Hospice House. Marjorie was born August 27, 1921 in Pilot Grove, Mo., the daughter of Jacob Abraham and Carrie Quint Brownfield. Through the benefit of the National Youth Administration, Marjorie worked her way through business college in Sedalia, Mo., traveling by train on weekends between Sedalia and Pilot Grove to work to pay her own tuition. She retired in 1995 as credit manager for the Kansas City area for Dean Machinery, following a career that spanned 53 years with the same company. Her professional affiliations included membership in the Kansas City Wholesale Credit Club and serving as president of the Kansas City Wholesale Credit Women's Club. Marjorie was a member of Grace and Holy Trinity Cathedral for over 50 years, serving on its altar guild and as a Stephen Minister. She was a life member of the Saint Luke's Hospital Auxiliary.

Published in the Kansas City Star on 01/27/09

INTERESTED IN CERTIFICATION?

The first step in earning a professional designation is to register with National's Education Department. The one-time fee is \$160 (\$260 for non-members), which covers the establishment of your lifetime personal file. This file contains information about the continuing education events which you attend throughout your career.

If you are interested in taking classes to qualify for the CBA, CBF or CCE designations, please contact Jill Tamborini CBA, Education Chair.

Christine Marchewka, CCE, CEW

Financial Statement Analysis class.

Contact Maggie Bessenbacher if interested at 816-618-3224 or Maggie@bessenbacher.com

Class begins: February 12, 2009 consisting of thirty hours comprised of ten three hour classes, one class each week. (Class will be held every Thursday).

Class time: 5:00 p.m. to 8:00 p.m.

Location: Butler Manufacturing Company, 1540 Genessee St., Kansas City, MO 64141

Instructor: Richard Reed

Fee: \$275.00 plus books

CERTIFICATION EXAM DATES

June 14, 2009 (at credit congress) with paperwork due by April 20, 2009

July 27, 2009 with paperwork due by June 1, 2009

November 9, 2009 with paperwork due by September 21, 2009



*Jill Tamborini, CBA
Education Chair*

Member Responses

Thank you for keeping us informed. Marjorie Collins personified what we all thought a Credit Manger should be. She was the professional we all aspire to be. I have thought of her often through the years and wondered what had happened to her. It was always good to see her at Past President Recognition meeting. The thought & prayers of all of us who knew her will be with her family at this time. She lived a long & wonderful life it appears, we should all be so blessed.

*Marian E. Stevens
Director of Admin/HR
Factory Direct Appliance, Inc.
CFDD Past President 1990-1992*

What sad news. Marjorie was such a classy lady. I had a long conversation with her a few years ago while inviting her to one of our meetings. She had diabetes and said she just couldn't get out even with the offer to pick her up and return her home. It's an honor that our group ("club") remained a part of who she was and that her family remembered her involvement.

*Chris Marchewka, CCE, CEW
McDowell, Rice, Smith & Buchanan
CFDD Past President 1988-1990*

Credit Resource of the Month

Provided by IOMA

Coface Country Ratings

Coface country ratings for 154 countries can be [downloaded free](#). Country ratings issued by the Coface Group measure the average default risk on corporate payments in a given country and indicate to what extent a company's financial commitments are affected by the local business, financial and political outlook.

Coface continuously monitors 154 countries using a spectrum of indicators incorporating political factors; risk of currency shortage and devaluation; ability to meet financial commitments abroad; risk of a systemic crisis in the banking sector; cyclical risk; and payment behavior for short term transactions. Coface North America (www.coface-usa.com) helps companies minimize the risk of trading on credit.

MEETING MINUTES

CFDD Meeting held January 14, 2009 at CARQUEST Distribution Center:

Shawn Ismert, CBA, Sioux Chief Mfg Co Inc, Chapter President called the meeting to order.

Introductions of all guests were made. Guests were:

C. H. Coddling – Cargill Animal Nutrition
Sandie Runyon – Cargill Animal Nutrition
Soni Verret – Seaboard Foods
Paula Todd - Haldex

Introductions of all members in attendance were made.

Donation drawing was held. Gift was donated by Jill Tamborini, CBA, Fujifilm Sericol USA and won by Soni Verret, Seaboard Foods.

Business Meeting:

1st V. P. Membership Chair: Eric Lerdahl, SPX Cooling Technologies stated our membership is at 40 members.

2nd V.P. Program Chair: Eric Lerdahl, SPX Cooling Technologies reported the February program will be on Skip Tracing presented by Tom Bell of NACM.

Treasurer: Jacki Turntine, Sioux Chief Mfg Co Inc reported the Basket of Cheer tickets will be distributed at the February meeting. The Basket of Cheer drawing will be held at the March meeting.

Asst Treasurer/Attendance Chair: Nadine Whitehead, CCE, CARQUEST Auto Parts stated the February meeting place is to be determined.

Corresponding Secretary: Jill Tamborini, CBA, Fujifilm Sericol USA Inc stated the next deadline for the newsletter will be February 4th.

Education Chair: Jill Tamborini, CBA, Fujifilm Sericol USA Inc announced test dates and conference dates will be in the upcoming newsletter.

Jill reported a profit of \$220 was earned from selling the Entertainment Books.

The deadline for the CFDD National Scholarship application is March 16, 2009. National is trying to get this application on line.

New Business:

2009 Budget approval was voted on. Richard Reed made a motion to accept the 2009 Budget.



CREDIT MATTER\$ is published bi-monthly by CFDD Kansas City Chapter for its members, potential members, and other interested credit professionals. Original articles for publication are encouraged. Previously published and copyrighted articles of interest to the credit community will be reprinted if permissions are given.

All information intended for publication should be sent to:

NACM – CFDD Kansas City Chapter
P.O. Box 414148
Kansas City, MO 64141-4148

All articles submitted are subject to editing due to space limitations and editorial style, but represent the opinions of the individual authors, not that of CFDD Kansas City Chapter.

Tim Wood seconded the motion. The 2009 Budget was approved by all members.

CBA Designation Class – Financial Statement Analysis to begin February 9th. Instructor will be Richard Reed, HNTB. This is a 10 week class.

Program: Nancy Watson-Pistole, CCE, CICP, Cargill presented the Credit Jeopardy game. All attending were split up into 3 teams. Team #1 was the winner. Team #1 consisted of Richard Reed, Jacki Turntine, C H Coddling, Tim Carpenter and Soni Verret. Congratulations on the win. A good time was had by all who attended.

Cindy Wheeler, cfm Distributors moved the meeting be adjourned, Jacki Turntine, Sioux Chief Mfg. Co. Inc. seconded.

Respectfully submitted:

*Cindy Wheeler
cfm Distributors, Inc*

ABOUT CFDD

Our Mission: The mission of the National Association of Credit Management's Credit and Financial Development Division shall be to promote active interest in the credit and financial profession, to develop and market educational programs that are vital to the development of the effective professional, and to be a viable force within the NACM network.

Our Vision: To dynamically impact the National Association of Credit Management's global vision by being the leader in educational programming and direction, thereby setting industry standards for professional excellence.