

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

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

Paula Todd, CBA
 Corresponding Secretary
 Haldex Brake Systems
 10930 N. Pomona Ave.
 Kansas City, MO 64153
 816-801-2174 Fax: 816-801-2867
paula.todd@haldex.com

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

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

Karen Rayborn
 Austin Hardware
krayborn@austinhardware.com

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



President's Column

What a nice fall it has been. I love the vibrant colors of the leaves this time of year. We have had some beautiful days, but old man winter is knocking on the door.

Last month we held our 13th annual auction. It was a fun evening with a lot of items to bid on, and our net proceeds were \$880.97 for our scholarship fund. With this being our biggest fundraiser of the year I feel it was a huge success considering the down economy.

Our October meeting was on "Electronic Invoicing is Best Practice", presented by Dale Gerschutz, Manager Credit Services with Haldex Credit Services Corp. It was very interesting to hear how one company changed from paper invoices to invoicing by e-mail and fax. The money saved was substantial.

Save the date for our seminar next month. November 11th, Dr. Chris Kuehl, Ph.D will present "What's the Difference Between Recession and Recovery?" Chris presents an informative, easy to understand view on the economy along with a sense of humor. Don't miss it!

Eight of us just returned from attending the CFDD National Conference in Denver. The topics covered were very interesting, and the networking opportunities priceless. I also received some new ideas in the President's meeting. Overall it was a great conference, and I'm looking forward to next years.

At our meeting next month we will conduct our annual chapter scholarship drawing. Each year we draw two names. If you have not completed the application please do so. It is a very easy way to possibly win \$250.00 to use towards college courses, seminars, airfare for conferences/Credit Congress, test designation fees, certificate sessions etc. With the many cuts companies are making, having a scholarship can make a big difference. Complete the attached application and fax/e-mail to Jill Tamborini.

As always, please forward any ideas and/or concerns to myself or anyone on the board.

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

PROGRAMS

NOVEMBER Economic Outlook

DECEMBER No Meeting

JANUARY Credit Jeopardy

Program Committee



MEMBERSHIP

Our current membership is at 48 members. Please remember to forward any names that may be interested in becoming a member. Our November speaker Chris Kuehl, Economist and Managing Director of Armada Corporate Intelligence, is an excellent speaker and a great opportunity to bring guests. The title of the program will be “What’s the Difference Between Recession and Recovery”, this should be very good.

*Eric Lerdahl
1st Vice President Membership Chair*

CERTIFICATION EXAM DATES

March 8, 2010 with paperwork due by January 11, 2010

May 16, 2010 with paperwork due by March 29, 2010

July 26, 2010 with paperwork due by June 7, 2010

November 8, 2010 with paperwork due by September 20, 2010



*Jill Tamborini, CBA
Education Chair*

NEW DESIGNEES!!

The Kansas City CFDD Chapter has two new CBA designees. They are Chris Webb, CBA with Butler Mfg and Tim Carpenter, CBA with Western Extralite. Please congratulate them both on their accomplishment.

The Chapter presented each of them with a cake to celebrate.



Pictured are: Lori Clark, CCE, Faith Pracht, CBA, Chad Vawter, Chris Webb, CBA, Cindy Wheeler, Shawn Ismert, CBA and Jill Tamborini, CBA



Pictured is Tim Carpenter, CBA.

Congratulations!

CFDD NATIONAL CONFERENCE

The CFDD National Conference was held October 8-10, 2009 in Denver, CO. The Kansas City Chapter had 8 members in attendance. It was a very good conference with good speakers and lots of networking opportunities. Below is a group picture at the Friday evening Fall Festival.



Pictured are in the front row: Julie Shellenberger, Maggie Bessenbacher, Nancy Watson-Pistole, CCE,CICP, Jill Tamborini,CBA, Shawn Ismert, CBA, back row: Richard Reed, Nadine Whitehead, CCE and Larry Glenn, CBA.

CFDD NATIONAL CONFERENCE PERSPECTIVE

I recently attended the CFDD conference in Denver. It was a great experience meeting new people, and I reconnected with a few people I had known before. Several of the speakers were especially outstanding. Bruce Nathan and Hazel Walker were especially enlightening. The open forum, some of the sessions, and many of the breaks and meals were great ways to exchange ideas. I came home with several ideas I plan to put in action. Hopefully, you will be able to attend next year's conference.

*Richard Reed
Member*

HAPPY BIRTHDAY!

October

Chris Marchewka	1st
Nadine Whitehead	2 nd
Sharon Doris	21 st

November

Jill Tamborini	8 th
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December

Nancy Watson-Pistole	11 th
Peggy Heike	13th
Sheryl Rowden	28th
Pat Pinkerton	31st

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

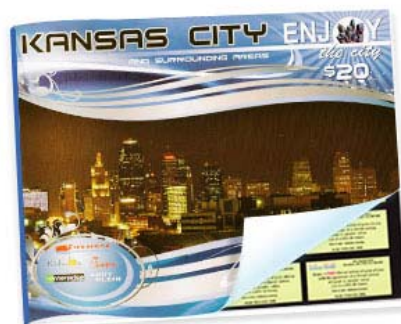


ENJOY THE CITY

Our summer/fall fundraiser this year will be the Enjoy the City coupon books. In years past we made enough profit to cover one CFDD scholarship with the Entertainment Books. We sell through the end of November. Please contact me to arrange to pick up some books.

The books sell for \$20.00 each and CFDD will receive an \$8.00 profit for each book sold to help sponsor a scholarship. Please ask friends, family and co-workers if they will again help support CFDD.

*Jacki Turntine
Treasurer*



ARE YOU LINKEDIN?

If not, why not? What if you could use it to get answers to credit or accounts receivable related questions and solve problems? The National Association of Credit Management (NACM) and the Credit and Financial Development Division (CFDD) have both established groups within LinkedIn for group discussions. For those of you who have responsibility for international credit, FCIB also has a group page. These groups are growing rapidly with credit professionals just like you who want to share and gain knowledge to help them in their careers and within their companies.

At the recent CFDD Conference during the reception/expo I was asked to provide demos of LinkedIn to attendees. Surveys were completed that indicated several people would be interested in attending a webinar to help them set up profiles and learn how to use LinkedIn and we hope to offer something in the near future. Watch for information about LinkedIn in the National CFDD Newsletter.

If anyone wants assistance or has questions about LinkedIn now, please email (nwpistole@seafax.com) or call me (913-962-9054). I would be happy to help any member who is interested in getting started or learning how to navigate within LinkedIn.

For those of you who already have profiles – Bravo! Please make sure you join the NACM and CFDD groups and review the discussion boards to see if you can answer questions or provide information for others. CFDD members have always been good networkers – now we can do it online as well.

*Nancy Watson-Pistole CCE CICP
Past National Chairman*



NACM-CFDD TREASURER'S REPORT

For the month of August 2009

INVESTMENT ACCOUNT

Prior Month End Balance	\$4,167.43
Deposits	\$ 994.69
Service Charge	\$ (.40)
Disbursements	\$2,510.00
Current Month End Balance	\$2,651.72

CHECKING ACCOUNT

Prior Month End Balance	\$1,056.56
Deposits	\$2,500.00
Disbursements	(\$1,057.65)
Current Month End Balance	\$2,598.91

*Jacki Turntine
Treasurer*



**NACM's 11th
CREDIT CONGRESS
& EXPOSITION**
MAY 16-19, 2010 - RIO HOTEL LAS VEGAS

LAS VEGAS → **MAY 16-19**
**RIO HOTEL
LAS VEGAS**
find out more

Don't miss out on **educational
and networking opportunities**
at NACM's premier event!



COMPANY SPOTLIGHT

We are adding a new column in our newsletter. Each month we will be spotlighting a member's company. We hope this will allow you to understand a little more about what each company does.

ABOUT SPX COOLING TECHNOLOGIES



We are a leading full-line, full-service cooling tower and air-cooled condenser manufacturer. The companies that formed SPX Cooling Technologies were founded more than 100 years ago and have more than 250 global patents in the power generation, industrial, refrigeration, and HVAC markets.

With more than 150 offices, subsidiaries, and partners worldwide, we have the global reach and local services necessary to deliver solutions for our customers.

Our corporate headquarters are in Overland Park, Kansas, United States.

SPX Cooling Technologies is a unit of [SPX Corporation](#), a global provider of technical products and systems, industrial products, flow technology, cooling technologies and service solutions.

We got our name, *SPX Cooling Technologies, Inc.*, in 2005, but our company is more than a century old. We're formed from some of the most established names in the cooling industry: *Balcke, Marley, Ceramic, Recold*, and *Hamon Dry Cooling*.

Balcke & Co. was founded in Germany in 1894 and became a world leader in cooling towers in the early 1900s. *Marley* was founded in the United States in 1922 as the *Power Plant Equipment Company* before becoming *The Marley Company* in 1926. *Recold* was founded in 1932 in Brea, California. These companies invented and patented most of the industrial cooling tower innovations and technologies in use today.

Among the firsts that we've accomplished are:

<i>many times</i>	the world's largest cooling installation
<i>1920s</i>	spray nozzles; atmospheric deck tower
<i>1930s</i>	concrete hyperbolic natural draft cooling tower; mechanical draft cooling tower with induced fan
<i>1950s</i>	air cooled condenser; underflow design cooling tower
<i>1960s</i>	crossflow design using film fill; air-cooled heat exchanger; 100-ton evaporative condenser
<i>1970s</i>	largest fan in the world; multi-fan mechanical draft cooling tower
<i>1980s</i>	combined wet/dry cooling tower; natural draft wet cooling tower with integrated flue gas desulphurization; complete indirect dry cooling system
<i>1990s</i>	timber construction for multi-cell hybrid cooling towers; complete cold end system
<i>2000s</i>	liquid natural gas heating tower; circular mechanical draft cooling tower with natural draft assistance

SPX Cooling Technologies has three members in the CFDD Kansas City Chapter. Lee Ballantini, Eric Lerdahl, and Gregg Maupin. Lee served as Chapter President from 2000-2002. Eric is currently out 1st Vice-President.

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.

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.