

## Speaker Biographies

### *Multitasking in the Credit Department*

#### **Tina Tucker, Accounts Receivable Manager, Calumet Specialty Products**

Tina has held many AR positions beginning in 1994. Collections and AR experience includes auto, medical, security and manufacturing industries. Tina is an AR manager with Calumet Specialty Products (a petroleum refining company) since 2018. Projects in recent years at Calumet focused on continuous improvement of processes, creating and managing an SOP library, and looking for ways to utilize technology to automate processes to increase efficiency. In her spare time, she enjoys hand making jewelry and spoiling her 20-year-old cat.

#### **Frank Sebastian, Director of Business Development, NACM Commercial Services**

Frank Sebastian has worked in the credit and collection area for over 25 years and managed departments of up to 30 employees. He has been employed at Adidas Group for more than 16 years as Director of A/R, Credit & Collections and manages their accounts receivable, credit, collections, compliance, and employee store area. He has worked in both consumer and commercial collections and worked in several different industries such as health care, consumer goods, publishing and now apparel industry.

Frank has served on the Credit Research Foundation (CRF) board for over 9 years – formerly Vice-Chair of Membership and now serving as CRF's Vice-Chair of Finance. Frank also serves on the Board for his industry group Athletic Credit Exchange (ACE) through NACM – he was Chairman for 2 years and currently advises the board as outgoing Chair. Frank also attained his Certified Business Associate (CBA) certificate through NACM.

Personally, Frank enjoys volunteering for CASA as a court appointed special advocate for neglected children and traveling. Frank is very passionate about credit and collections and even though this wasn't the career path he imagined he would take (like most of us), he considers himself fortunate to have made a career in this industry.

### *Guarding Against Deception*

#### **Angela Dedrick, Market Credit Manager II, Ferguson Enterprises**

Angela Dedrick graduated summa cum laude from Johnson & Wales University with a BS degree in Accounting. She was actively involved in student government as well as Phi Beta Lambda. Dedrick has been employed with Ferguson Enterprises since 2010 where she now serves as Market Credit Manager for the greater Indiana area, having previously worked with the company's Waterworks division in North Carolina. Beginning her finance career in 2008, Dedrick has over 16 years of wholesale industry credit experience. She is also a member of the NACM Great Lakes Education Committee.

#### **Brooke Rentschler, Credit Manager, Baker Specialty & Supply Co., Inc.**

Brooke Rentschler is the Credit Manager at Baker Specialty & Supply Company, Inc., in Logansport, Indiana. She has 18 years in accounting with the last 8 years in credit and collections with Baker Specialty. Brooke has an AA from Indiana University and a BS in Business Management from Indiana Wesleyan University.

### ***The Five C's of Credit in Review***

**Stu Boswell, CBF, Corporate Credit Manager, Mid City Supply Co. Inc.**

Stu Boswell is the Risk and Collection Manager for Mid-City Supply Company in Elkhart, Indiana. He manages all areas of the credit function including risk management, collections, bad debt mitigation, planning, and budgeting. He has 15+ years of experience within the credit field. Stu has earned his CBF designation, and is an active member of NACM.

He holds a Master's Degree in Soviet and East European Studies, a Masters in East Asian Studies, and a Ph.D. in Political Economics from the University of Kansas. He has been on the faculty of universities in the US, Hungary, Estonia, Russia, Singapore and Taiwan.

### ***Economic Update***

**Chris Kuehl, PhD, Partner, Armada Corporate Intelligence (Virtual)**

Chris Kuehl is the co-founder (with Keith Prather) and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive intelligence, business analysis and economic forecasting for corporate clients. Armada's clients include YRC Worldwide, TranSystems, Spencer Fane Britt and Browne, KPMG, Hallmark International, Weitz Industrial among others.

Chris is the editor and primary writer for several publications: Business Intelligence Briefs, Strategic Intelligence Briefs and Fabrinomics.

Chris is the Chief Economist for the Fabricators and Manufacturers Association. This includes writing Fabrinomics and serving as a keynote speaker for their conferences and meetings through the years.

He is a renowned speaker who has spoken for 25 years to over 300 organizations domestically and internationally. Chris is a frequent commentator for the media – locally and nationally. He is a regular economic/business analyst for KMBZ radio, KSHB-TV (local NBC affiliate), and has been extensively quoted in national newspapers, magazines and trade publications.