

Speaker Biographies

Protecting Your Bottom Line – Identifying and Preventing Fraud in Commercial Credit Transactions

Shawn McClure, Partner, Bernstein & Burkley

Shawn McClure, a Partner with Bernstein and Burkley, P.C., is responsible for the management of the firm's creditors' rights practice, including its collection practice, creditors' rights litigation, the filing and defense of mechanics' liens, foreclosure actions, replevins, bond litigation, and other credit-related matters. He has a B.S. in Accounting from Saint Francis University and a Juris Doctorate from Duquesne University School of Law. Shawn is a member of the Allegheny County Bar Association and the Commercial Law League of America. From 2013–2015, he was identified as a Pennsylvania Rising Star in Creditors' Rights and Bankruptcy.

Setting a Timeline for Successful Collections

Abby Odneal, President & COO, NACM Southwest

Abby Odneal took a part-time summer job in the NACM Collections Department. She liked it so much that 30 years later she is still an NACM employee. Abby now serves as the President of NACM Southwest. She attended the University of North Texas, obtaining a degree in accounting. She went on to pass the CPA exam and began her full-time career at NACM Southwest as their Controller. She earned her Certified Association Executive Designation in 2002. Her long tenure at NACM has given her the opportunity to be actively engaged in all areas of NACM including Collections, Credit Reporting, Industry Groups, Education, and the Bankruptcy and Insolvency department.

Toni Drake, President, TRMG Financial Services, Inc.

Toni Drake, CCE, has served in the Credit and

Collection profession since 1981. She earned the NACM Certified Credit Executive Designation in 1996. Her dedication has been recognized on both the State and National levels with the prestigious Designation of Excellence Awards for her contributions to the profession.

Her company, TRMG Financial, assists companies in the development and advancement of business credit. She provides education, training, and speaking services to companies and organizations.

Downsizing Terms – A Roundtable Discussion

Paul Ott, CCE, Retired (U.S. Steel)

After an initial assignment in Hourly Payroll, Paul began his career in credit as a Credit Analyst at Jones & Laughlin Steel, Pittsburgh, PA. Following J&L Steel, Paul's career stops included credit management assignments at LTV Steel and Luria Brothers, Director of Credit assignments with Dietrich Industries (17 years) and Harbison Walker Refractories (6 years). Paul joined the Credit Department at United States Steel, in March 2009, eventually serving as General Manager – Treasury for U.S. Steel's European Operations in Kosice, Slovakia (2011 – 2013). Paul was named Director, Credit at U.S. Steel in February 2016.

Paul has been an active member of NACM for over 35 years including serving more than 25 years on the Board of Directors of the Pennsylvania Association of Credit Management. Paul has also participated in and served on the Board or Steering Committee of several NACM sponsored Trade Credit Groups including the National Refractories Credit Group, the National Building Materials Manufacturers Credit Group and the International Flat Rolled Steel Credit Group. Other affiliations and memberships include the International Credit and Trade Finance Association and The Credit Research Foundation.

Paul graduated from West Liberty State College, West Liberty, WV with a B.S. in Accounting and from Robert Morris University with a Master of Business Administration. Paul earned NACM's Certified Credit Executive Designation and for many years was an approved instructor for NACM's National Institute of Credit, conducting classes for NACM's designation programs.

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.

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.

He holds a Master's Degree in Soviet and East European Studies, a Masters in East Asian Studies,