

# NACM CONNECT INDUSTRY CREDIT GROUPS



**Save Time. Save Money. Stay Informed.**

# About NACM Connect Industry Credit Groups

Business credit is the single largest source of business financing, by volume, in the world—even exceeding bank loans. The world's business economic system would not exist without it.

NACM Connect is an affiliate of the nation's largest network of credit professionals. The National Association of Credit Management (NACM) is respected as the leading resource in business credit, collection and financial management. We provide information, products and services for effective business credit and accounts receivable management.

## Why Join a Group?

NACM Connect industry credit groups offer open lines of communication for the exchange of information with other credit executives in your industry.

Group members receive invaluable factual credit information that may be used to make independent decisions with respect to the extension of credit. This exchange of data allows

you to make better choices that can reduce outstanding delinquent receivables and write-offs for your company.

Industry credit groups give members in the same field of business an opportunity to participate in informative roundtable discussions of accounts and share concerns about credit management procedures and techniques on a regular basis. Credit groups operate in virtually every industry, including but not limited to advertising, construction, consumer products, industrial supply, agriculture and steel.

More than 1,500 industry credit groups are sponsored and operated by NACM affiliates. NACM Connect is one of the largest credit group service providers in the NACM system.

Not only do our group members receive critical information, but the networking benefits are immeasurable. Group members share information on common customers, the latest in technology for credit management and other credit-related topics. You will have access to expanded tradeline data relative to your industry from over 25 additional NACM affiliates participating in this valuable database enhancement at not cost.

Group activities are monitored by NACM trained and certified administrators to insure compliance with the Federal Antitrust Regulations.

- Online surveys that provide quick results.
- Access and support to the NACM automated electronic data program.
- Expand your professional network.
- Membership can more than pay for itself with just one insightful decision.

## Benefits of Your Group Membership

### Top Reasons to Join a Group

- Analyze relevant data to make unilateral credit decisions.
- Maintain an edge on industry trends through NACM educational offerings.
- Exchange credit information on common customers.
- Participate in roundtable discussions on accounts and delinquent account reports.



**Join Today!**

Contact Themis Vlahos, CCE, CGA  
Director of Group Services

at (800) 935-6226 x6428 or [themis.vlahos@nacmconnect.org](mailto:themis.vlahos@nacmconnect.org)

# NACM Connect Industry Credit Groups

## National

- Agricultural Credit Conference
- Architectural Metal & Glass
- Auto Glass
- Circuit Board Suppliers
- Christian Suppliers
- Coated Paper & Film Manufacturers
- Construction
- Consumer Products Manufacturers
- Electrical Manufacturers
- Foodservice Distributors
- Garage Door & Operating Devices Manufacturers
- Home Centers & Building Materials
- Home Healthcare Suppliers
- Horticultural Distributors
- International Flat Rolled Steel
- Leisure Living Manufacturers
- Lawn & Garden
- Manufactured Housing/Recreational Vehicle
- Meat Packers
- Metal Buildings & Components
- Metal Industry Raw Material Suppliers
- Metal Producers
- Musical Instruments
- Nursing Home Suppliers
- Paper Packaging
- Plumbing, Pipe & Heating Manufacturers
- Professional Apparel Manufacturers
- Steel Mill Industry
- Tool & Accessories Manufacturers
- Truck, Trailer & Waste Equipment Manufacturers
- Underground Utilities
- Water Products

## Illinois | Nebraska | Wisconsin

- Advertising Media
- Basic Material
- Building Suppliers
- Electrical Distributors
- Floor Covering & Wall Tile
- Institutional Credit Association
- International Credit Professionals
- Masonry
- Metal Distributors
- Northern IL Heating & Plumbing Wholesalers
- Nebraska Builders & Industrial Suppliers
- Wisconsin Best Practices

## Missouri

- Agricultural
- Central Illinois Electrical Distributors
- Electrical Distributors
- Kansas City Building Materials
- Mid Missouri Construction
- Midwest Regional Food Service & Supply Purveyors
- Refrigeration & Warm/Cool Air Suppliers



## Indiana | Michigan | Ohio

- Automotive Suppliers
- Cincinnati Construction Suppliers
- Cincinnati/Dayton Wholesale Electric Supply
- Cleveland/Akron/Canton Food Suppliers
- Columbus Wholesale Electric Supply
- Ft Wayne Building Materials
- Grand Rapids Electrical/Industrial Suppliers
- Grand Rapids Lumber & Building Materials
- Indiana Electrical Suppliers
- Indiana Wholesale Floor Covering
- Indianapolis Building Trade Suppliers
- Indiana Best Practices
- Metal Service Center
- Michiana Credit Association – Manufactured Housing
- Michigan Electrical Supply
- Plumbing & Heating Wholesalers
- West Michigan Heating Wholesalers

## New York

- Albany Building Supply
- Best Practices
- Buffalo Building & Construction
- Buffalo Plumbing and Electric Supply
- Central New York Building Supply
- Rochester Building Supply
- Rochester Plumbing and HVAC
- Western New York Food & Beverage Supply

## Pennsylvania

- Pittsburgh/Altoona Building Trades
- Pittsburgh Construction, Plumbing & Heating
- Pittsburgh Electrical Suppliers
- Pittsburgh Food Suppliers
- Northeast Regional Metal Distributors

## User and Specialty Groups

- Law Firm Forum
- National SAP Credit & A/R Users

# NACM Connect

## Your Leading Resource for Effective Business Credit and Accounts Receivable Management

### CONTACT US:

Call: 800.935.6226  
Fax: 847.253.6685  
Visit: [nacmconnect.org](http://nacmconnect.org)

## Group Member Testimonials

"Our company joined the NACM Connect Horticultural Group in 2004. This group has given us a valuable decision-making tool when determining creditworthiness of current or potential customers. The communication and information shared by credit professionals within our industry allows us to make sound business decisions, for our company, our customers, and the industry, as a whole. Before we joined the NACM Horticultural group, there was no organized data or communication option that provided consistently reliable and accurate information. There is a collection of horticultural industry credit professionals that communicate freely and trust the judgement and feedback of each other. Joining this group has positively impacted our credit and collection efforts and has been a sound use of our credit and collection expense budget."

*Tim Lott, Vice President/Controller  
Eason Horticultural Resources, Inc.*

"Being a member of an industry credit group has been one of the best investments our company has ever made. Over the years, the group reports routinely prove to be an invaluable tool in not only establishing credit lines for new accounts but also in helping identify potential problems with existing accounts. In addition, the educational topics covered at our meetings are a great way to remain up to date on current topics that many of us face in the credit landscape. However, the real value comes in the networking and relationships you build with others not only in credit but in your industry as well. The more knowledge you are able to gather from others in the profession the better asset you are to your company."

*Joel Barta, Corporate Director of Credit  
Green Bay Packaging, Inc.*

"I have been participating in my NACM Connect industry group for over 35 years. The group provides a wonderful opportunity for our members to share information on accounts which has proven very valuable over the years helping me prevent losses. Additionally, discussion of current topics in credit help each member expand their knowledge base to be more effective and efficient."

*Ernie Pudliner, Credit Manager  
TEC Distribution LLC*

### Don't See A Group That Fits Your Industry?

**We can locate a group for you in the NACM system or we will help you develop a new one!**