

# NACM INLAND NORTHWEST NEWS

[www.nacminw.com](http://www.nacminw.com)

SEPTEMBER 2010

## Welcome New Members ~

**Cheney Sand & Gravel**, located in Spokane, WA. The company has a rock quarry where they manufacture sand and gravel and sell soil and landscaping materials.

**Lamar Advertising Co.**, located in Spokane is a provider of billboards, transit advertising, and highway logo signs. Their website is [www.lamar.com](http://www.lamar.com)

**An incredible offer for up to 30 days FREE usage of the new Experian "BusinessIQ" software and Experian Reports may be coming to you!**

(\*Only for NACM Inland Northwest members that have not used an Experian Report for one year)

✚ This offer will give you free access to Experian's "BusinessIQ" software and free credit reports for up to 30 days.

✚ Through Experian's new online credit management software you can manage your entire customer portfolio from the time a credit application is received through the collection of delinquent accounts.

✚ Stay tuned – If you are eligible you will be receiving a letter and e-mail from Experian later in September! If you have any questions, please contact [sheridan@nacminw.com](mailto:sheridan@nacminw.com).



Pacific NW Credit Conference  
Sept 22-25, 2010  
[www.pnwcc2010.com](http://www.pnwcc2010.com)  
Portland, OR



Western Region  
Credit Conference  
October 20-22, 2010  
Las Vegas, NV  
[www.wrcc.com](http://www.wrcc.com)



## ASK AN ATTORNEY

My company extended credit to a new client. We shipped them product for 2 months and they haven't paid. I contacted the owner and he said the person who ordered the product didn't have authority to order any thing and that person is no longer with the company. I asked what happened to my merchandise and he said they sold it. Can I continue to collect against the company or do I have to go after the person who ordered the product?

As the facts are described in this case, it can safely be said that the owner's business is liable for payment, essentially because he accepted the goods and used them for his own profit. Several legal theories may be available to recover. These would include ratification of the purchase, unjust enrichment, and possibly the equitable doctrine of estoppels. If the owner wants to deny responsibility his only available course of action would be to return the goods. Since he has accepted the benefits by selling the goods and profited from the transaction he has adopted or ratified the agreement to purchase the good. The owner is liable for payment.

**EWING ANDERSON**  
ATTORNEYS AT LAW

Members can submit simple attorney questions to [carl@nacminw.com](mailto:carl@nacminw.com).

**Business Credit** magazine may give you insight and great ideas every month. But don't hesitate to use your member publication to the max!

Mark it up  
File it  
Pass it  
Promote it  
Assign it  
Talk it up

Not Holding Their Breath  
Recent Court Decisions on Consignments and Other Security Arrangements: The Benefits of Aggressive Creditor Action and the Pitfalls of Failing to Document Properly  
Hot Spots: Cuba

NACM

## EDUCATION CORNER



### Business Credit Learning Center

9/7 9:00 - 10:00 PT \$79.00

**Ratio Analysis** - Presented by:

Jim Menard, CCE

The Ratio Analysis webinar will enable you to develop a screening procedure for financial statement analysis. In addition, the information will enable identification of financial strengths and weaknesses, as well as provide you the NACM official formula calculations.



### NACM-National - Teleconferences

9/16 Noon - 1:30 \$99.95

**Best Practices in Granting Credit to Small Businesses** -

Presented by: Pamela Krank

9/27 Noon - 1:30 \$74.95

**Accounting ABC's** - Presented by: Meredith Mostochuk, CBA

## UPCOMING EDUCATION SERIES

**Collections Over Coffee is back!** The sessions will be a "round table" format and will be from 7:30 to 9:00 AM. The topics will range from Liens/Bonds/UCC to Bankruptcy and Collection Techniques. Local attorneys and NACM members and staff will mediate the discussions. Registration for the sessions will begin mid-September so be watching your e-mail for more information.

## DATES / TOPICS

- Oct 12 – Liens/Bonds/Joint Check Agreements
- Oct 14 – UCC and Security Agreements
- Oct 19 – Collection Techniques
- Oct 21 – Bankruptcy