CMCMA
Chicago-Midwest Credit Management Association

news letter

October, 1972

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CELEBRITIES

RICHARD J. JOHNSON, credit manager for National Steel Service Center, was picked by the Public Broadcasting Corporation's National Public Affairs Center for Television (PACT) as a typical "middle American" for a year-long study of voting behavior. After five days of travel with Sen. George McGovern last month, Johnson stated in a recent National TV interview that he is "still undecided, leaning toward President Nixon."

On October 15th, ROBERT W. HAHN, Szabo Food Service, Inc., appeared on the TV Program "The Cromie Circle." This appearance was in connection with his affiliation with the national organization, the Baker Street Irregulars (the Chicago area group is known as "Hugo's Companions"). Members of this are all devotees of the world's first consulting detective—William Sherlock Scott Holmes. Bob (known as Sir Hugo) is the president of this unusual group which meets five or six times a year to dine, listen to guest speakers (detectives, policemen and authors) and discuss, interpret and add to the growing mountain of Sherlockiana.

National Steel Service Center, Inc.
Subsidiary of
NATIONAL STEEL CORPORATION

INTER-DIVISION CORRESPONDENCE

TO All General Managers and Collection Personnel DATE August 15, 1972

ATTENTION

SUBJECT

Enclosed are various computations and analyses of your Accounts Receivable Past Due Improvement.

It is embarrassing to welcome a newcomer to the Accounts Receivable Group and congratulate him for having the best performance at the same time; however, both are in order for Dick Johnson of Evanston, who not only did the best job, but was the only one who accumulated positive points during July.

As I stated in my memo of July 19, 1972, July would be a real test for collections; well, we failed! As a result, the 30-60 and 60-90 have increased substantially, in fact, some locations are back where they started three (3) months ago, or worse. What is even more concerning, and you should be aware of, is that August's collections as of this date are running 30% behind July. The balance of this month will require real effort if we are to reverse the trend of the last 45 days.

Two other individuals deserve mentioning; John Lunquist, of Minneapolis, who attained the best performance during June and held this position somewhat in July; and Ken Van Brunt, of Lyndhurst, who, although he has not yet attained first position, has been tracking steady improvement.

Tom Mavor

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TM:md
Enclosures

cc: Mr. Ralph Shaw
Mr. Jim Haas