

Houston *Blueprint*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

November 2008

UPCOMING EVENTS

November

- 6th Seminar – “Risk Mitigation for Contracts and Procurement”
- 7 - 8th C.P.M. Review Seminar
- 9th NAPM-Houston Dinner Meeting
- 21st Flight Simulator Tour – Continental Airlines

December

- 9th Business Case Study of Texas A & M University: Supplier Evaluation and Selection Case – College Station, TX

No Dinner Meeting

Happy Holidays!

Check out the details for all events

www.napmhou.org

November 11th General Meeting “Zap The Gap”

Speaker – Meagan Johnson

When:

- 5:00 pm – Pre Meeting
6:00 pm - Dinner
7:00 pm – Program
8:30 pm – Adjourn

Please RSVP for dinner meeting
by Thursday, November 6th at
5pm at napmhou@earthlink.net

PRESIDENT'S MESSAGE

‘Tis the season! Fall is in the air and the holidays are approaching. But...before you get lost in the hustle and bustle, take advantage of the opportunities offered by NAPM-Houston. Opportunities to network and learn are provided for your benefit and are paid for as part of your membership dues. NAPM-Houston's volunteers are committed and work hard to provide you interesting and challenging opportunities to expand your knowledge, skills and contacts.

During the October dinner meeting Jean Johnson, President of LegalWatch, shared some of her knowledge on the topic of Contract (risk) Mitigation. Due to the interest in this topic LegalWatch has agreed to conduct a full four-hour seminar on November 6th for a minimal cost to you, our membership. This is an excellent opportunity to improve your contract negotiation and writing skills.

November's dinner speaker, Meagan Johnson, will talk on the topic of generational issues that exist in the workforce today. Ms. Johnson's presentation, 'Zap the Gap', will be equally as informative as last month's topic and relevant for us all. She will discuss the generational issues from the perspective of the four generations that exist in the workforce today. Johnson's approach is very humorous but very 'on target'.

On November 7th and 8th NAPM-Houston is offering our final C.P.M. review seminar to be conducted by Dr. Russell Morey, C.P.M. If the C.P.M. is your choice certification designation please be aware that this is the last chance to participate in a review. This will be the last review session offered for the C.P.M. So don't miss it! If your choice is the C.P.S.M. designation, Dr. Morey will return in February 2009 to conduct a two day review seminar.

As a final point of interest and for those of you who have a love of flying, join us for a tour of Continental Airline's Flight Simulator scheduled for Friday, November 21st. This was a big success last year and is being repeated due to its popularity. So mark your calendar! What a great way to end the week!

Please visit the NAPM-Houston website at www.napmhou.org for details on all of our upcoming events. As a reminder, there will not be a dinner meeting in the month of December. Best wishes to you and yours for a happy holiday season and we will see you again in January 2009.

Gail Fuselier, President
mfuseli@citgo.com
832-486-4978

November 11, 2008 General Meeting Hotel Change

The November 11, 2008 General Meeting will be held at the Crown Plaza Northwest Brookhollow Hotel. The Sheraton Houston Brookhollow Hotel sustained substantial damage from Hurricane Ike and will not reopen until late 2008.

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mfuseli@citgo.com

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wimberleyn@yahoo.com

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Hewlett Packard
mike.valant@hp.com

November 11th General Meeting

“Zap The Gap”

How to Zap the Invisible Gap between Generations in the Workplace

Meagan Johnson, C.S.P.

By Matt Meyer

How to Train, Manage and Maintain Your Sanity with all Four Generations

Right now is an exciting time. We have four generational flavors in the workplace at the same time:

- The Traditional Generation - raised in the Great Depression, listening to Fred Allen
- Baby Boomers - raised during Viet Nam, watching Ozzie & Harriet
- Gen Xers - raised in single parent homes, imitating Beavis & Butthead
- New Millennium - raised on the internet, living in South Park



If you do not understand these examples then you definitely need to ZAP THE GAP!

Each generation has very unique wants, needs and desires. With each generation there is an opportunity to get new perspectives and learn fresh ideas. With each generation there is an opportunity to grow frustrated, upset and angry, and have a disaster on your hands. You must learn to tap into their motivation in order to realize their potential.

Meagan Johnson graduated from Arizona State University Business School with a BS in Marketing. She spent several years working in sales for companies like Quaker Oats, Kraft Foods and Xerox. At every company Meagan became discouraged to hear all the negative comments about Generation X (Generation X is the 50 million people born between 1965 and 1980). Being a Gen Xer herself, she felt these comments were unfounded. She was further frustrated by the blinders her own managers seemed to have. (cont'd on page 3)

Pre-Meeting: **Locating & Qualifying Global Suppliers**
Presented by Sarah Ansley, C.P.M.

Location: **Crown Plaza Northwest Brookhollow**
12801 Northwest Freeway (290 & Hollister / Tidwell Exit 13B)

Cost: **\$27** with Reservation, **\$30** at the door without reservation

When: **5:00 pm – Pre-Meeting**
6:00 pm - Dinner
7:00 pm – Program Keynote Speaker
8:30 pm – Adjourn

Please RVSP for dinner meeting by Thursday, November 6th at 5pm at napmhou@earthlink.net

Membership Dues Increase 2009

By Ed Wahowski - Treasurer

ISM has increased regular member annual dues by \$10.00 effective September 1, 2008. As a result the dues collected by NAPM Houston will also increase by \$10.00 to \$180.00. Associate member dues will remain unchanged at the \$70.00 rate.

The annual dues, payable upon receipt of dues invoice, are \$180.00 for regular and \$70.00 for associate members. Any over/under payments for 2008 and/or past due dinner invoices will be noted, and any adjustments will be calculated into the total amount due.

Again this year, members will have the option to prepay nine (9) meeting dinners (January through November) at a discount. The prepaid dinner fee is \$195.00. This dinner prepayment is not mandatory, not transferable and not refundable. Dinner reservations will still be required unless the member requests automatic reservations.

Member dues renewal invoices will be mailed to all regular and associate members on November 1, 2008 to each member's designed mail preference as indicated on the ISM roster. If you do not received your renewal notice please contact me at the below listed address and your invoice can be emailed to you.

NAPM-Houston, Inc.
P.O. Box 771203
Houston, TX 77215-1203
Phone: Office: (713) 215-4211
Phone Cell: (281)-961-8520
Fax: (281)-494-0822
E-mail: edmw1@alltel.net

Speaker Bio (con't from page 2)

Since 1997, Meagan Johnson has entertained and educated thousands of audience members from all over the globe. She has written a variety of articles about the multiple generations and has been interviewed for many publications and audio programs. She wrote the Generational chapter in the book Success is A Team Effort. In 2000, she was the only female speaker on the main platform at the Harley Davidson University conference in New Orleans Louisiana. After her ZAP THE GAP presentation, a Harley Dealer told her "You have changed the way I treat and train my younger employees."

Meagan has continued her research into the complexities of the younger workforce. "Every generation gets a negative label when it enters the workforce. For example Baby Boomers were called trouble-making hippies when they first went to work and

Gen Xers were called lazy. "Once we take time to understand the motivations and mind-set of younger people, working with them, selling to them and managing them becomes a more successful effort," says Meagan Johnson.

Meagan is an active member of NSA, National Speakers Association. In 2003, she received her CSP, Certified Speaking Professional designation. Currently, only ten percent of professional speakers hold this designation. As a Gen Xer Meagan was extremely proud to be one of the youngest recipients of the CSP designation.

Her clients include: Harley-Davidson Motor CO, Dairy Queen, Kindred Hospital, American Academy of Nursing, Produce Marketing Association, American Express, National School Public Relations Association, Visit Florida, Loreal, National Apartment Association, Kentucky Chamber of Commerce, City of Phoenix, Pepsi CO, Coldwell Banker, Cadillac, Michigan Dental Association, National Cosmetology Association, and Bubba Gump Shrimp.

Calling all Volunteers!!

It's time to start planning for our two big fundraising events of the year – the 2009 Supplier Expo and 2009 Golf Tournament.

The Special Activities Chairs Tammie Simmons and Wayne Switzer invite you to participate in our first planning meeting.

All are welcome to attend, no experience is needed. This is a great way to get involved and meet others in our organization in a relaxed atmosphere. Just bring your enthusiasm and your ideas. Dinner will be provided.

Date: Thursday, November 13th, 2008 at 6:30pm.

Location: Aramco Services Company
9009 West Loop South
Houston, Texas 77096

Security measures at Aramco Services Company require advance registration; if you are not registered you will not be able to attend. Upon arrival you will be required to present two (2) forms of picture ID and show proof of company and / or student affiliation.

To RSVP Contact:

Tammie Simmons, email:
tammiesimmons@earthlink.net
Phone (281) 381-2997

Dora Valdez, email: da.valdez@aramcoservices.com
Phone: (713)-432-4174 / Fax (713)-432-8402

Save The Dates:

March 10th - 2009 Supplier Expo
May 21st - 2009 Golf Tournament

Congratulations On Your Tenures!

By: Michael King, C.P.M. * Awards Committee Chairman

Please join me in congratulating the following members on receiving their tenures for the month of November. The recipients will receive their tenure awards at November's general meeting on November 11th, 2008.

5 Year:

Marc A. Wiley, C.P.M.
Paul A. Engdorf

20 Year:

T. Walter Hattox, C.P.M.

25 Year:

Laurie D. Oberhoff

2009 Boss of the Year Award

By: Michael King, C.P.M. * Awards Committee Chairman

It is that time of year again to start thinking about the upcoming Boss of the Year Award. Each year Houston N.A.P.M. members are encouraged to make a nomination for their boss to be the NAPM.-Houston Boss of the Year. Remember the more information and reasoning you include in your nomination form, the better the chances are of your boss winning the award! The Boss of the Year recipient will receive a complimentary dinner at the general meeting and be recognized for their achievement with a plaque to adorn their office wall.

The 2009 Boss of the Year Award will be presented at the February 10, 2009 General Meeting. The deadline for nominations will be January 16, 2009. Forms are available at the following link,
<http://www.napmhou.org/forms.htm>

NAPM-Houston, Inc. 2008-2009 "Supplier and Inside & Outside Salesperson of the Year Awards"

By: Michael King, C.P.M. * Awards Committee Chairman

Each year in NAPM-Houston the month of March is declared "Purchasing Month." During the months of January and February our Awards Committee Chairman encourages each member to submit a nomination for their Supplier of the Year, Inside Salesperson of the Year and/or an Outside Salesperson of the Year. A nomination for all three categories is not necessary, but greatly appreciated. Please start thinking about who you know that would be a candidate for any of these awards. You can nominate somebody by filling out the appropriate form on the NAPM website,
<http://www.napmhou.org/forms.htm>.

News & Notes

By Kim Wren - Vice President

Get Well Wishes

Best wishes for a quick and complete recovery are extended to Clark Alexander who is recovering at home from his heart surgery that took place September 30, 2008. He has made a full recovery and is expected to resume his normal schedule in several weeks.

If you have 'news' or 'notes' contact:

Kim Wren, A.P.P.
Amegy Bank
713-232-2134
Fax: 713-232-3603
Kim.wren@amegybank.com

Professional Development Committee

By: Joseph R. Britt

Certification recipients

Congratulations to our affiliate members who recently received a certification:

David Kalugin, CPSM – September 24, 2008
Georgina Lavalley, C.P.M. – September 24, 2008
Oscar Vogel, CPSM – September 24, 2008
Kelly Allen, C.P.M. – October 8, 2008
Tammie Simmons, C.P.M. – October 10, 2008

Seminar: "Risk Mitigation 101 and Contracts and Procurement"

LegalWatch, an industry leader in Risk Mitigation training, will conduct a seminar in which attendees will learn practices to reduce liability associated with their actions and communications, with an emphasis on documentation. Jean Johnson, President and Chief Executive Officer of Legal Watch, will lead the seminar.

When: Thursday, November 6, 2008

Location: Aramco Services Company Auditorium, 9009 West Loop South, Houston. TX 77096

Time: 8:30 am – 12:30 pm

Cost: \$60

For more details, see link for "[2008-2009 Seminars](#)" on our website.

Flight Simulator Tour - Continental Airlines

Hosted By: NAPM - Houston Career Services Committee

Cost: Free! Space Is Limited 2 Groups Only of 8 - 10 each. You Must Be Registered In Advance To Attend

When: Friday – November 21st

Time: 3:00 PM - 5:00 PM

Where: Continental Airlines

17441 JFK Blvd, Houston, TX 77032
(Within the IAH Airport Area) - Parking available at site – (see map on NAPM-Houston website)

To Register - Please contact:

Jonathan Heath - Career Services Chair
Email: napm.career.srvs@gmail.com
Phone: 713-792-6775 Cell: 248-752-1951

Space will be limited to the first 20 to register. For more details, see link for “[2008-2009 Seminars](#)” on our website.



Business Case Study at Texas A&M University: Supplier Evaluation and Selection Case

We will assist business students at Texas A&M University to analyze a business case study focused on supplier evaluation and selection. The case study centers on a medium-sized high technology company located north of San Francisco who is sourcing color PC monitors with international implications. We intend to select a panel of up to 5 members from NAPM – Houston, Inc. to review the case study.

When and Where: Tuesday, December 9, 2008 from 3:30 p.m. to 5:30 p.m. at College Station, Texas

If you have interest in serving as a panel member, please contact Christina Butterworth at christina.butterworth@hp.com.

Seminar: “World Class Negotiations Management: Best Practices, Tools, and Future Directions”

Robert A. (Bob) Rudzki, President of Greybeard Advisors LLC, will present this seminar after speaking at our general meeting on Tuesday, January 13, 2009. Just as strategic sourcing introduced a new level of sophistication and effectiveness into procurement practices, there are new strategies, processes and tools to elevate negotiations management. Leveraging his experience leading supply management organizations and introducing world-class best practices, Bob will describe:

- the difference between traditional negotiations and world-class modern negotiations management
- critical elements in world-class negotiations management that every supply manager needs to know and apply
- tools and processes to guide strategy development and execution

When: January 14, 2009

Location: Aramco Services Company
9009 West Loop South
Houston, Texas 77096

Time: 8:30 A.M. - 12:30 P.M.
Arrive 8:00 a.m. for check in.
Continental breakfast included.

Registration Fee - \$60. Payment must accompany registration form and be sent to NAPM - Houston, Inc.

Registration Deadline: Thursday January 8, 2009.

For more details, see link for “[2008-2009 Seminars](#)” on our website.

Final C.P.M. Review Seminar

When: Thursday, November 7 - 8, 2008

Seminar presented By: Dr. Russell Morey, C.P.M.

Hosted By: Aramco Services Company at 9009 West Loop South in Houston, TX 77096

Registration Fee

\$125.00/day members (\$200.00 both days)

\$150.00/day non-members (\$225.00 both days)

Fees include Modular Booklets & Study Questions.
Continental Breakfast & Lunch is also provided.

Registration Deadline:

All payments and registration forms must be received no later than Friday October 17, 2008. Handouts cannot be guaranteed if registering after the deadline.

Checks or Credit Card Info must accompany registration form and be payable to N.A.P.M. -Houston, Inc. To register, please visit N.A.P.M. - Houston's website at www.napmhou.org.

For more details, see link for “[2008-2009 Seminars](#)” on our website.

NAPM – Houston Welcomes Our October New Members!

By: Laurie Oberhoff – Immediate Past President

Mark Dixon - Cooper Industries
 Sandy Rodriguez - Waste Management
 Brad Svatek - Mainland Medical Center
 Amy P. Nguyen - Waste Management
 Stacey Kovar - TAMU Student
 Han N Tran - UH-D Student
 Oscar A Sanchez Vegas - Student
 Tim O'Dea - TransCanada
 Lisa Melton - TransCanada
 John Hefner
 Donald MacGregory
 Dee Ann Smith - Tyco Valves
 Teena Bell - Halliburton Oilfield Services
 Chantal M Moore - UT M.D. Anderson Cancer Center
 Kevin Duval Scott - UT M.D. Anderson Cancer Center
 Kristi Callison - Parker Drilling
 Beth Creller - Hess Corp.
 Alan B. McCain - Chung's Gourmet Foods
 Tom Richardson- ValvTechnologies
 Stephanie Nguyen Truong - Rectorseal
 Ronald Tharappel - Total Petrochemicals USA, Inc.
 Marcelo C. Novaes - BP

Hewlett – Packard Factory Express Tour



Visit HP's world-class manufacturing operation in Houston, Texas for servers, storage and integrated solutions. Combined with HP services, Factory Express offers smooth, customized implementation of enterprise IT solution in nearly every customer environment. Services and capabilities range from single custom configured servers, and storage to factory-integrated racks and engineered solutions. Please join us in attending this dynamic tour!

When:

Wednesday, February 18th - (3:00pm - 5:00pm)

Where:

Hewlett-Packard (CCM 5 &6)
 20555 SH 249
 Houston, TX 77070

If you wish to attend or have any questions please contact:

Jonathan Heath at napm.career.srvs@gmail.com to make your reservation.

Attendees must be pre-registered by February 11th so please register early!

November 2008 Dinner Menu

Garden Green Salad
 Chicken Basil, Breast of Chicken Topped with Light Basil Cream Sauce
 Steamed Vegetables
 Rolls with Whipped Butter
 Coffee and Iced Tea
 Walnut Cream Cake

Chicken Monte Carlo , Breast of Chicken with Mozzarella Cheese and Ham; dinners available upon request.
 Please notify us at the time your reservations are made.
 You must request this in advance.

NAPM - HOUSTON BUSINESS REPORT

For further information, contact: Mike Valant, C.P.M., A.P.P. (281) 518-8575

Press Release

October 10, 2008

HOUSTON ECONOMY GROWTH SLOWS MORE **Prices Paid and Sales Lead**

The Houston Purchasing Manager's Index fell in September to **51.5** from August **55.7** indicating that production in the Houston economy will be growing at a slower pace over the coming three to four month's.

A reading above 50 is a sign of a positive outlook. The PMI has a possible range of 0 to 100 and anything over 50 indicates production gains over the next one to two quarters.

The Houston PMI is based on diffusion indexes for eight indicators. (A diffusion index is simply the percentage of respondents reporting increases from the previous month less the percentage reporting declines.)

Increased Prices Paid (Major Purchases) was the primary contributor to the PMI's lower September performance: only 37% of our respondent's reported increasing Prices Paid, while 11% reported declines. Lead Times were up for 37%, the same for 58% and only down for 5%.

Employment remained stable for the month with 74% indicating a no change and only 13% had increased manpower.

Sale's responses were basically the same as last months. September respondent's reported Production declined by 10% from the level of activity of the previous month.

September is the 69th consecutive month that the Houston PMI has been above the neutral mark of 50 and there have only been 14 months since the end of 2004 have posted readings below 60.

Over the 12 months ending September, 2008 the Houston PMI has averaged 56.4, dropping below the 57.1 average since it was introduced in January 1995. The latest PMI data show that Houston continues to buck the downward national economic trend, but slowing.

A reading above 50 indicates that the Houston economy is generally expanding; a reading below 50 indicates that it is generally contracting.

The NAPM-Houston Business Report began publication in January 1995.

Subscriptions to the report are available through NAPM-Houston.

N. A. P. M. - Houston, Inc. is an affiliate of the Institute for Supply Management

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NAPM-Houston, Inc.
P. O. Box 771203
Houston, TX 77215-1203

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