

Houston *Blueprint*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

October 2008

UPCOMING EVENTS

October

14th NAPM-Houston Dinner Meeting

16th ISM Satellite Seminar
"Applying Lean Concepts in
Supply Management"

21st Boat Tour of Houston Ship
Channel

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

Check out the details for all events

www.napmhou.org

PRESIDENT'S MESSAGE



I sincerely hope each of you, and your families, have survived Ike with minimal heartache. Your prayers are appreciated for those who have been less fortunate. It looks like October will be a new beginning for many of us.

This October, in particular, is a time when Supply Chain Professionals have an opportunity to make a real difference in the U.S. marketplace. Your skills are in high demand. Take advantage of the opportunities offered by NAPM-Houston and ISM to fine tune those skills.

This month's General Meeting, October 14th, will feature Jean Johnson, President and CEO of LegalWatch, a Risk Mitigation training company. The focus of Jean's talk is to increase the awareness of supply chain professionals to the risks and liability related to contracting activities. Jean will also conduct a four hour training seminar including Risk Mitigation, Contracts and Procurement on November 6, 2008. If you write and/or negotiate contracts, you can't miss this opportunity. LegalWatch is making this training very affordable for our membership, so plan to attend.

The first ISM satellite seminar of the year will be on October 16th and will feature Applying Lean Concepts in Supply Management. Learn how to create value and eliminate waste. This event is free to all members and will be hosted by Armco Services.

Then, on the afternoon of Tuesday, October 21, 2008 Curtis Rose, the Purchasing Manager for the Houston Port Authority will host a boat tour of the Houston Ship Channel for NAPM-Houston. This is an unforgettably spectacular waterborne tour of one of the busiest ports in the world and is offered at no expense. I would like to invite all of you to join us, it's worth the experience.

I would also like to thank the volunteers who spend so many hours making this organization a success.

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

September 9th General Meeting "Building the Supply Chain of Volunteers"

Speaker - Karen Mooney

When:

5:00 pm – ISM Professional
Credentials

6:00 pm - Dinner

7:00 pm – Program

8:30 pm – Adjourn

Please RVSP for dinner meeting
by Thursday, October 9th at 5pm
at napmhou@earthlink.net

October 14, 2008 & November 11, 2008 General Meeting Hotel Change

The October 14, 2008 and the November 11, 2008 General Meetings 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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mnimon@mdanderson.org

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Aramco Services Company
da.valdez@aramcoservices.com

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Williams
edward.m.wahowski@williams.com

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loberhoff@tecmag.com

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jbritt@neighborhood-centers.org

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napm.houston.programs@gmail.com

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Narcy Wimberley, C.P.M., B.B.A.
Friedkin Business Services
nwimberley@friedkin.com

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Mike Valant, C.P.M., A.P.P.
Hewlett Packard
mike.valant@hp.com

October 14th General Meeting

“Risk Mitigation 101 for Procurement Professionals”

Jean Johnson

President & CEO of LegalWATCH
(A risk mitigation training company)
By Matt Meyer

The objective of risk mitigation is to sensitize procurement professionals to legal and business implications associated with various contractual terms and conditions and on strategies to minimize and prevent risks and liability related to their contracting activities. As part of this training, we discuss how revisions to certain contractual terms and provisions can directly impact other contractual terms and provisions. We will also discuss the five most controversial contractual provisions and strategies to overcome barriers.



Jean Johnson is President and Chief Executive Officer of LegalWATCH, a risk mitigation training company she formed in 1997 after practicing law for a Fortune 100 company, and working for the United States Department of Justice and an international law firm. She uses the knowledge and expertise she acquired practicing law to help companies avoid mistakes that can often force them into settlements or litigation. She has conducted numerous training courses, spearheaded governmental audits, designed compliance programs and negotiated settlements with third parties and governmental regulators

across the United States. In addition to her Juris Doctorate Degree, she holds a Masters Degree in Energy, Environmental and Natural Resource Law, a Bachelor of Science Degree in Business Administration and an Associate Degree in Criminal Justice. Jean is certified in Training and Development and holds a Senior Professional in Human Resources (SPHR) designation. (cont'd on page 3)

Pre-Meeting: ISM Professional Credentials

This pre-meeting will look at the professional credentialing programs offered by ISM. There will be discussion on content, options for study material, program requirements and application processes.

****New** 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 – New Member Orientation & Social Hour
6:00 pm - Dinner
7:00 pm – Program Keynote: Speaker – Jean Johnson
8:30 pm – Adjourn

Please RVSP for dinner meeting by Thursday, October 9th at 5pm at napmhou@earthlink.net

ISM Satellite Seminar – Thursday, October 16, 2008

“Applying Lean Concepts in Supply Management”

Hosted By: NAPM Houston & Aramco Services
Company

A growing number of companies are discovering the value of implementing lean processes, enabling them to focus on actions that create value and eliminate activities that represent waste in systems, processes, procedures and practices. Whether you are in a services or manufacturing environment, learn how "lean" can boost your continuous improvement efforts, reduce cycle times, cut costs and improve delivery times. This program will explore the benefits and challenges in making the transformation to a lean organization.

Time: 9:00 AM - 1:30 PM

(Please arrive around 8:15 AM for sign-in)

Program Length: 4 Hours

(There will be a 30 Minute break starting at 11:00 AM)

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

Cost: No Charge

Security measures at Aramco Services Company require advance registration, if you are not registered you will not be able to attend.

Upon sign-in on the morning of the seminar you will be required to present two (2) forms of picture ID and show proof of company and / or student affiliation.

To Register Contact: Dora Valdez, email:

da.valdez@aramcoservices.com

Phone: (713)-432-4174 / Fax (713)-432-8402

Speaker Bio (con't from page 2)

Jean currently serves on the boards of WIPP (“Women Impacting Public Policy”) and NISH (“National Institute for the Severely Disabled”). Jean just completed an unprecedented eight year term as Chair/Vice Chair of the Women’s Lawyers Division of the National Bar Association. She also served on the National Women’s Business Council, a bi-partisan Federal government council that advises the President, Congress and the U.S. Small Business Administration on economic issues important to women. Jean serves on the Forum of the Women’s Business Enterprise National Council and is a member of the Women Business Enterprise Alliance of Texas and Houston Minority Business Council. Jean is a Past President of the Houston Lawyers Association and Past Chair of the African American Law Section of the State Bar of Texas.

Membership Activities Committee Board Report

By Laurie D. Oberhoff * Immediate Past President / Membership
Activities Chairman

Membership Activities New Member Orientation Pre-Meeting on September 9, 2008. Was a successful event! Including our presenters, twenty-five attended the pre-meeting.

Ed Wahowski - Treasurer/Business Manager, Communications Chairman and more, presented a slide show which outlined in detail "all about NAPM-Houston", the benefits and value of your membership and some "Did You Know" information.

Tammie Simmons - Supplier Expo Committee Coordinator registered the attendees and coordinated the door prize drawings. The Membership Activities Committee gave away three nice NAPM -Houston gift items and handouts were available on what NAPM -Houston offers as well as "About our Committees" and contact information.

Mike Valant - Business Survey Committee Chairman presented a slide show about the Business Survey, its monthly contributions, how to be a contributor and provided each attendee a handout of the information. Do you have questions? Mike can be reached at miekv1@alltel.net or (281) 518-8575.

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 October. The recipients will receive their tenure awards at October’s general meeting on October 14th, 2008.

5 Year:

H. (Skip) Tonkin, Jr.
Marshall B. Wegner
Richard M. Oliver

10 Year:

David S. Petersen, III, C.P.M.
Dennis J. McKinney
James W. Hoffpauir, CPIM

15 Year:

Thomas L. Gamble

25 Year:

Michael P. Valant, C.P.M., A.P.P.

Professional Development Committee

By: Joseph R. Britt

Certification recipients

Congratulations to our affiliate members who recently received a certification:

Robert McLaren, C.P.M. - August 27, 2008
 Steven Helm, CPSM – August 27, 2008
 Greg Satoro, C.P.M. – August 27, 2008
 Mike Dorey, CPSM – September 4, 2008
 Dian Cherng-Chu, C.P.M. – September 11, 2008
 Edward Yambao, Lifetime C.P.M. – September 11, 2008

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.

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.

Sam Houston Boat Tour - Port of Houston

Hosted By: NAPM - Houston

Curtis Rose, Purchasing Manager for the Houston Port Authority has graciously agreed to be our host

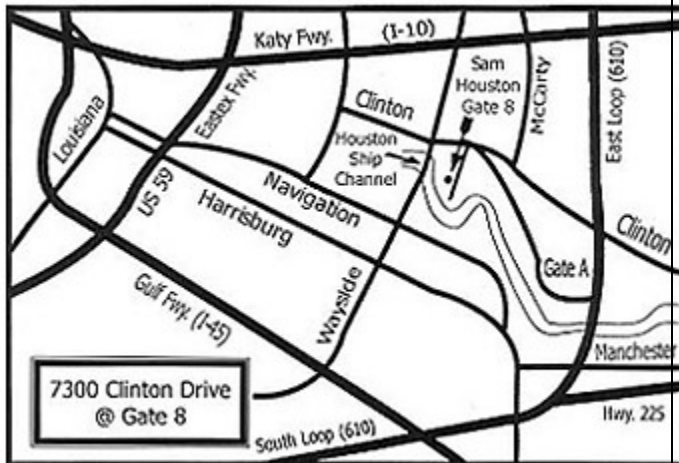
Get ready for an unforgettably spectacular waterborne tour of one of the busiest ports in the world aboard the Port of Houston Authority's public tour boat! The cost to attend is free!

When: Tuesday - October 21, 2008 at 2:00 pm

Where: Please meet at the Sam Houston Pavilion

Directions to M/V Sam Houston Pavilion:

Leave East Loop 610 at Clinton Drive (exit # 28). Proceed west (right) on Clinton, pass McCarty to Gate 8. Enter Gate 8 and stay to the right. A security guard and signs will direct you to the pavilion.



Registration Information: Attendees must be pre-registered so please do not be late, the boat will depart at 2:30 pm. If you wish to attend please contact: Jonathan Heath at napm.career.srvs@gmail.com to make your reservation

SECURITY NOTICE

Because of heightened security measures, regularly scheduled tours aboard the M/V Sam Houston may be canceled without advance notice. Before making the trip to the Port of Houston for a tour aboard the Sam Houston, please consult this Web site for information on the status of your tour.

Security regulations also prohibit the carrying of any camera equipment aboard the M/V Sam Houston and the taking of photographs from aboard the ship is strictly prohibited.

Also, large baggage such as backpacks and oversized purses are not allowed on board. Passengers' personal belongings may be subject to searches in accordance with federal regulations. The PHA reserves the right to refuse passage to board the vessel to any person for any reason at any time.

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 AFTER 9/30/08:

\$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.

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 last Tuesday September 30, 2008. He has made a full recovery and is expected to resume his normal schedule is 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

NAPM – Houston Welcomes 25 September New Members!

By: Laurie Oberhoff – Immediate Past President

Craig R. Adams	National Oilwell
Felix Akompi, C.P.M.	Shell Oil Company
Richard E. Andrews	Harris County Hospital District
Rose Barilleaux	AMEC Paragon, Inc.
Eric S. Burga	
Maria Castellanos	Chevron
Partick Dupuy	
Jim Gray	AMEC Paragon, Inc.
Karla Hamblin	Halliburton
Steve C. Helm	Center Point Energy
Kendall Johnson	Nabors
Laurie Lawrence	AMEC Paragon, Inc.
Jacquenlyn Luna	Student TAMU
Gautam K. Mandal	Student
Lausanne McClendon	Franklin Bank
Mary Mueller	M.D. Anderson Cancer Center
Ben J. Oldag	FMC Technologies
Rosalinda Portillo	Hewlett Packard
Fabian Rivera	AMEC Paragon, Inc.
Sylvia Rodriguez	Philadelphia Gear Corp.
Steven Stafford	
Mark Sworab	AMEC Paragon, Inc.
Timothy Taylor	
Eric Vega	Helix Energy Solutions Group
Pablo Viteri	Trico Marine

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>

School Partnership Committee

By: Laurie Oberhoff - School Partnership Committee Chairman

Once again NAPM-Houston appreciates our membership donations and participation for our sponsored schools. During our annual "Back to School Supplies" collection at the September 9, 2008 general meeting. These schools can put to good use all types of items, continually throughout the year.

Joining us for dinner were **Susan Bargaleski, Principal** of Walter W. Scarborough Elementary School <http://es.houstonisd.org/ScarboroughES/> and Assistant Principals, Monique Smith and Zandra Aguilar of Patrick Henry Middle School <http://ms.houstonisd.org/HenryMS/>

These ladies drove away with big smiles on their faces and expressed many thanks for NAPM-Houston membership support and involvement in their schools.

I would like for us to continue the Box Tops for Education collection during the NAPM 2008-2009 program year. Each Box Top coupon is worth 10¢ for our schools. Visit www.boxtops4education.com to learn all about Box Tops and for the list of products we purchase and consume daily. At each dinner meeting you can be drop them into the red and brown school house or mail them to 10161 Harwin Dr., Suite 150 - Houston, Texas 77036 - Attn: Laurie Oberhoff - Purchasing Manager. Thank you for your participation!

UHD Academic Scholarships

By Kathy Silverberg

For 30 years, NAPM-Houston has funded an academic scholarship for students in the Supply Chain Management program at the University of Houston. The first scholarships were awarded for the 1978-79 academic year.

The latest recipient is Wang Lin Lee, an international student originally from Taiwan. He is majoring in Supply Chain Management, with a minor in Finance, and expects to graduate in May 2009.

At the September 9 general meeting, Wang Lin received this scholarship covering the Summer 2008 and Fall 2009 sessions. This is the final scholarship awarded from the 2007-08 program year.

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

September 10, 2008

HOUSTON ECONOMY GROWTH SLOWS

Prices Paid and Lead Times were Strong

The Houston Purchasing Manager's Index fell in August to **55.7** from July's **57.3** indicating that production in the Houston economy is likely to grow at a slower pace over the coming three to four months.

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 strong August performance: 57% of our respondent's reported increasing Prices Paid, while just 8% reported declines. Lead Times were up for 35%, the same for 59% and only down for 5%. Employment also remained strong with only 14% indicating a reduction from last month.

Sale's was the primary source of the PMI's decline from July to August. In August, the share of respondents reporting production gains exceeded the share reporting declines by 11%.

August is the 68th consecutive month that the Houston PMI has been above the neutral mark of 50 and there have only been 13 months since the end of 2004 have posted readings below 60.

Over the 12 months ending August, 2008 the Houston PMI has averaged 57.0, matching its 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.

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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October 2008 Dinner Menu

Garden Green Salad

Roasted Pork Loin with Dijon Mustard Sauce

Roasted Red Potatoes

Green Beans Almodine

Devils Fudge Chocolate Cake

Chicken & Vegetarian dinners available upon request.

Please notify us at the time your reservations are made.

NAPM - Houston, Inc. - Policy Statement

NAPM-Houston, Inc. shall conduct all association functions in a professional manner, and without malice or discrimination, by word or action, with relation to race, religion, national origin, color, sex, age, or disability. Anyone who feels an offense against them has transgressed, or has infringed upon, or violated their protection under this policy, should contact any member of the Board of Directors Executive Committee for resolution under the established rules and regulations adopted by NAPM-Houston, Inc. Board of Directors.



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

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