

Houston *Burlyline*

NAPM- Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

April 2009

UPCOMING EVENTS

April

- 14th NAPM-Houston Dinner Meeting
- 23rd ISM Satellite Seminar – “Preparing to Negotiate On-Shore and Offshore”

May

- 3rd - 6th ISM International Supply Management Conference – Charlotte, NC
- 12th NAPM-Houston Dinner Meeting
- 21st NAPM-Houston Golf Tournament

Check out the details for all events
www.napmhou.org

April 14th General Meeting
“Are You a Gen Y Magnet?
Learn the Top 10 Attributes of Gen Y Friendly Organizations”

Speaker – Ryan Healy, Brazen Careerist

When:

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

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

PRESIDENT'S MESSAGE



April is the month we honor the Past Presidents of our Association and vote in new officers for the upcoming program year. I have had the pleasure of working with at least 10 of our Past Presidents in the last few years and many remain active with our Association. Several continue to serve on the Board as Committee Chairs and/or officers. The strength of our organization lies with these dedicated men and women, as well as all of our volunteers who continue to commit vast amounts of their personal time and resources to support our Association. Take the time to introduce yourself and share experiences.

April is also the month to vote in our new officers for the 2009-2010 Program Year. This month we are voting for a new Vice President and two Local Directors. The Vice President's position is a three year commitment. This Vice President will be our President during the 2010-2011 Program Year, and the Immediate Past President for the 2011-2012 Program Year. This 3 year commitment strengthens the Association's continuity from year to year as well as insures information exchange for long term planning. Local Directors serve for two year terms for the same reasons. These elections are important for our Association and your voice needs to be heard. Please take the time to vote.

On-line voting is available now and paper ballots will be available at the April General Meeting. Election results will be announced at the end of the meeting.

I would like to give a special thank you to all of the Suppliers and members who participated in the Supplier Expo and General Meeting during March. Marian Nimon (Past President) and her team did an excellent job of coordinating the Expo and the dinner meeting events. The Supplier Expo and the annual Golf Tournament (May 21) are our only fund raising events. The success of these events is critical to our ability to offer affordable programs, events and networking opportunities to our membership.

Plan to attend our April 14th General Meeting to honor our past leaders and the selection of our future leaders.

Gail Fuselier, President, mfuseli@citgo.com

General Meeting Hotel Change

We are back at the Sheraton Houston Brookhollow Hotel.

EXECUTIVE BOARD

PRESIDENT

Gail Fuselier
CITGO Petroleum Corp
mfuseli@citgo.com

VICE-PRESIDENT

Kim Wren
Amegy Bank
kim.wren@amegybank.com

SECRETARY/PARLIAMENTARIAN

Heather C. Benjamin-Brown
UT M.D. Anderson Cancer Center
hbenjamin@mdanderson.org

TREASURER

Edward M. Wahowski
Williams
edward.m.wahowski@williams.com

IMMEDIATE PAST PRESIDENT

Laurie D. Oberhoff
Tecmag, Inc.
loberhoff@tecmag.com

DIRECTORS-AT-LARGE

Sharon Malkovicz, C.P.M.
Hewlett Packard
sharon.malkovicz@hp.com

Marian T. Nimon, MBA, C.P.M.
UT M.D. Anderson Cancer Center
mnimon@mdanderson.org

LOCAL DIRECTORS

Dan Coleman, C.P.M.
Consultant
dcolema1666@earthlink.com

Sarah Ansley, C.P.M.
National Oilwell Varco
sarah.ansley@nov.com

Dora Valdez
Aramco Services Company
da.valdez@aramcoservices.com

Standing Committees

COMMUNICATIONS/WEBMASTER

Edward M. Wahowski
Williams
edward.m.wahowski@williams.com

MEMBERSHIP

Laurie D. Oberhoff
Tecmag, Inc.
loberhoff@tecmag.com

PROFESSIONAL DEVELOPMENT

Joseph Britt
Neighborhood Centers Inc.
jbritt@neighborhood-centers.org

PROGRAMS

Matthew Meyer
Shell Oil Company
napm.houston.programs@gmail.com

PUBLIC RELATIONS

Narcy Wimberley, C.P.M., B.B.A.
wimberleyn@yahoo.com

SPECIAL ACTIVITIES

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

April 14th General Meeting

“Are You a Gen Y Magnet?” Learn the Top 10 Attributes of Gen Y Friendly Organizations”

Ryan Healy Brazen Careerist

By Matt Meyer

Generation Y is confident, optimistic, tech savvy and they know what they want from an employer. They're not afraid to ask for extra vacation time, they demand work/life balance and they will gladly jump to the next job if you don't accommodate them. But there is an answer. Companies like Google and Deloitte have become Gen Y magnets; learn how your company can become one too.

You'll leave with:

1. Systemic communication changes you can implement tomorrow
2. Ways to use social media to leverage your corporate objectives
3. Ways to make meetings actually matter – for everybody

Join us to find out how to become the kind of company that Gen Y's flock to work for.



Ryan Healy began his career as a consultant with IBM Global Business Services. While there he developed an interest in Human Resources and Recruiting issues, specifically as they related to Generation Y. In March 2007 he founded the web's #1 Gen Y career blog, [Employee Evolution](#).

Healy is now a Co-Founder of [Brazen Careerist Inc.](#), an online network that helps connect organizations with top Gen Y candidates. He has been featured in The New York Times, The Wall Street Journal and Business Week, and has appeared as a spokesperson for Generation Y on [CBS's 60 Minutes](#) and [National Public Radio](#).

About Brazen Careerist, Inc.:

Brazen Careerist helps organizations understand and engage Gen Y young professionals – both online and offline. Our website, www.brazencareerist.com, connects employers with top Gen Y candidates through a social media based conversation. Offline, the Brazen Careerist team consults with and speaks to organizations of all sizes to increase their understanding of this key demographic to help you engage young professionals

Pre-Meeting: **CPSM Question Review**
with Robert Schneider / Sharon Malkovicz

Location: **Sheraton Houston Brookhollow Hotel**
3000 North Loop West, Houston, Texas 77092

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, April 9th at 5pm at napmhou@earthlink.net

April General Meeting – In Honor of our Past Presidents

By Mark Langley, C.P.M. * Past President's Committee Chair

Mark your calendar for the April Past Presidents General Meeting April 14th when your association will pay tribute to the Past Presidents who have served your association over the years. It is a special night and a chance to meet, greet and pay your respects.

Invitations to the Past Presidents will be sent out soon.

Your association looks forward to making this a special night for all those in attendance.

2008 – 2009 Member Tuition Reimbursement Recipients

by Kathy Silverberg, C.P.M.

NAPM is first and foremost an educational organization. In the structure of NAPM the Professional Development Committee is responsible for coordinating the educational opportunities for the membership. In addition to the various seminars and the student programs, NAPM Houston's Professional Development Committee also administers the Tuition Reimbursement Program for NAPM - Houston members in good standing attending any accredited college or university.

The Member Tuition Reimbursement Scholarship program is very special to me since it originated during my tenure as Professional Development Committee Chair from 1995 – 1997. At the April 14, 2009 General Meeting I will be awarding this scholarship to a very deserving recipient.

Kimen V. Metzger, C.P.M. has been an active member of NAPM Houston for 20 years. During that time Kimen has been active on and chaired numerous committees including Professional Development and Career Services. She is a past President of the organization and has also chaired the Past President's Committee. She has received the Billie J. Sommer New Member Award as well as the James O. Cox Outstanding Member Award. Kimen is currently employed by HP and pursuing a bachelor's degree in Business Management at the University of Phoenix.

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 in April.

10 Year:

Abraham Bekit

Awards Committee Announcements

By: Michael King, Awards Committee Chairman

March Awards:

Congratulations to the following people for winning the prestigious Supplier, Inside Salesperson, and Outside Salesperson of the Year Awards. Each of these award recipients was presented with a beautiful plaque to adorn their office wall at the NAPM March General Dinner Meeting.

2009 Inside Salesperson of the Year Award

Charlene Mengel of Cardinal Health

2009 Outside Salesperson of the Year Award

Julie Van Praag of WorkflowOne

2009 Supplier of the Year Award

Staples – Represented by Allison Scott

Thank you to everyone for their nominations and input for these awards and congratulations again to all of our winners!

Annual Supplier Expo A Great Success!

by Marian Nimon, M.B.A., C.P.M.

Our annual supplier expo was held March 10th prior to the dinner meeting at 4:30 p.m and featured 30 vendors. The show was well-attended and there was much energy in the room. The 2009 theme was "green" environmentally friendly goods/services. Suppliers represented a wide range of industries. In addition, this year we featured primarily minority, woman-owned and small businesses.

The room mood was of excitement and fun. Most suppliers provided a door prize or more. Approximately half of the suppliers had exhibited at NAPM trade shows in the past. Each supplier and NAPM member received a copy of the exhibitor contact information and room diagram, a copy of the door prize guidelines and a survey form. A card was provided to each show visitor for initial at the booths. The completed card was the eligibility for a ticket for the door prize drawing.

The evening wrapped up ahead of schedule. Thanks to the volunteers of the evening, Kim Wren, Linh Nguyen, Mark Klaus, Teena Bell, Ed Wahowski, Gail Fuselier, Carleen Glasgow, Joe Britt, Mike Valant, Laurie Oberhoff, Wayne Switzer, and Joann Prazak.

ISM Satellite Seminar “Preparing to Negotiate On-Shore and Offshore”

Hosted By: NAPM Houston

Preparation and planning are the foundation of effective and successful negotiation. These core elements are even more critical in today's global supply market. Whether you are sourcing offshore or domestically, challenges such as commodity shortages, increased pressure to cut costs, cultural diversity and language barriers, and sustainability initiatives are adding to the complexity in negotiations. Hear experienced negotiators discuss best practices for achieving negotiation success.

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
9009 West Loop South
Houston, Texas 77096

Cost: No Charge

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

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.

News & Notes

By Kim Wren - *Vice President*

In Sympathy

NAPM-Houston sends our sympathies to the family of Betty Parnell who was NAPM-Houston's 1986-87 President. Ms. Parnell passed away on March 9, 2009.

Future Professional Development Activities

Planning is underway for fall 2009 professional development programs. We would like to hear your feedback. Please contact Joseph Britt at jbritt@neighborhood-centers.org to share your ideas.

Professional Development Committee

By: Joseph R. Britt

Certification recipients

Congratulations to our affiliate members who recently received a certification:

Scott Stoker, CPSM – March 5, 2009
Beverly Thomas, Lifetime C.P.M. – March 12, 2009
Charles Gabriel, C.P.M. – March 12, 2009

CPSM Bridge Online Review Course

ISM's new CPSM Bridge Online Review Course is designed as a review for current C.P.M. holders as part of their preparation for taking the CPSM Bridge Exam. It is intended to enable candidates to assess the knowledge they have acquired through education and experience against the content areas covered by the CPSM Bridge Exam. It is not intended for those planning to take the full CPSM Exam.

Cost: \$99 Members' Special (ISM members only) valid through May 6, 2009. For more information, call ISM Customer Service at 800-888-6276, option 8.

2009 NAPM-Houston Golf Tournament Thursday, May 21, 2009

Cypresswood Golf Club

21602 Cypresswood Drive Spring, Texas 77373

BBQ Lunch - Contests - Awards - Door Prizes

Registration: 8:00 AM
Shot-Gun Start: 9:00 AM
BBQ Meal: 2:00 PM

Visit us at www.napmhou.org and just follow the link: GOLF TOURNAMENT & TRADE EXPO where you will find the Players and Sponsors Registration Forms

Come ready for the April 14 Dinner Meeting:

- To buy sets of 3 Raffle Tickets for \$5.00
 - Register Players \$125.00 per Player or \$450 per Team
 - Register as a Sponsor
 - You can also donate golf balls and/or any other gifts that we can include in the Raffle
-

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

March 10, 2009

HOUSTON PMI INDEX CONSTANT

All Components remained basically the Same

The Houston Purchasing Managers Index, a leading indicator of regional production, remained unchanged in February indicating that production in the Houston economy is likely to contract over the next three to four months. The February reading of **39.6** was the same as January's **39.6** reading. **This is still the lowest recorded number since the Houston PMI was introduced in January, 1995.**

The PMI has a possible range of 0 to 100. Anything over 50 indicates production gains over the near term; anything below 50 signals coming losses.

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.)

Our respondents reported Purchases, Production and Employment at very slight improvement from last month, but that was offset by declines in Purchased Inventory, Lead-Time and Sales. This resulted in no change to the PMI from last month.

Employment had a 43% reduction in manpower for the month, with 54% indicating a no change and only 5% showing an increase. Prices Paid and Lead Times were the same for 48% and declined for 45% of those reporting. Respondent's reporting declines over the month for every single category. Purchases had only 15% reporting over-the-month increases, with 45% percent reporting declines. Sale's were down for 53% of the companies with 30% indicating no change.

The Houston PMI has fallen sharply since midyear. As recently as May and June, it posted readings above 60, a level that represents a strongly positive outlook. In the 58 consecutive months of readings above 50 before November, 36 were above 60. The Houston PMI averaged 61.7 in 2004, 61.5 in 2005, 62.0 in 2006 and 59.2 in 2007.

Over the 12 months thru this January the PMI has averaged 54.4, dropping below the 53.3 average since it was introduced in January 1995. The latest PMI data show that Houston is definitely on 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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NAPM – Houston Business Survey needs you!

Please take this special opportunity to share your company's business activities within the Houston Economy. The NAPM – Houston Business Survey is sent directly to the Dallas Federal Reserve, multiple News Services, Economic Groups and plus several local companies pay us for the report.

You are not giving any company specific details, but reporting ups or downs in Sales, Production, Employment, Purchases, Price Up or down, Lead Times, Finished Goods Inventory and comments if desired. The ONLY person that knows who is submitting and what is submitted individually is myself.

Your company confidentially is strictly controlled. Please join your fellow Purchasing Professionals who complete this monthly survey.

Contact Mike Valant, C.P.M. at Mike.Valant@hp.com or 281 518-8575 now!!!

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

Address Service Requested

April 2009 Dinner Menu

Mixed Garden Salad
London Broil With Sherry Mushroom Sauce
German Style Mashed Potatoes
Steamed Vegetables
Rolls with Whipped Butter
German Chocolate Cake / Italian Cream Cake

Vegetarian & Chicken dinners available upon request.
Please notify us at the time your reservations are made.
You must request an alternate meal in advance.