

# Houston Buyline

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

February 2009

## UPCOMING EVENTS

### February

2<sup>nd</sup> Emerging Workforce Study

10<sup>th</sup> NAPM-Houston Dinner Meeting

18<sup>th</sup> HP Factory Express Tour

27 - 28<sup>th</sup> CPSM Review Seminar

### March

5<sup>th</sup> Seminar "How to Deal With Back Door Selling"

10<sup>th</sup> NAPM-Houston Dinner Meeting & Annual Supplier Expo

Check out the details for all events

[www.napmhou.org](http://www.napmhou.org)

**February 10<sup>th</sup> General Meeting**  
**"Moving Supplier Diversity Beyond Compliance to Value Creation"**

**Speaker – Craig Clayton**

#### **When:**

**5:00 pm – Pre Meeting**

**6:00 pm - Dinner**

**7:00 pm – Program**

**8:30 pm – Adjourn**

**Please RVSP for dinner meeting by Thursday, January 8<sup>th</sup> at 5pm at [napmhou@earthlink.net](mailto:napmhou@earthlink.net)**

## PRESIDENT'S MESSAGE



Gail Fuselier, President

[mfuseli@citgo.com](mailto:mfuseli@citgo.com)

February 2009 is upon us and we have another month of great speakers and professional growth opportunities. As important, NAPM-Houston has traditionally designated February as Supplier Diversity month. Our General Membership Meeting on Tuesday, February 10, 2009 focus on the importance of Supplier Diversity with the Pre-Meeting being a three-member panel discussion on the topic moderated by Mr. Dick Huebner, President of the Houston Minority Business Council. Following the pre-Meeting, Craig Clayton, Sr., Director of the International Institute of Diversity & Cross Cultural Management will present 'Moving Supplier Diversity Beyond Compliance to Value Creation'.

February is also an important time for NAPM-Houston as we begin our annual Call for Nominations for Board Membership. This is an opportunity where you as a member can influence the future leadership of your professional organization coupled with recognizing those who have demonstrated exceptional performance within our organization and our profession.

There are three board positions that will appear on our electronic and paper ballots in April. Specifically, the Vice President position is open and is a three year commitment from the position of Vice President, to President, to Immediate Past President. In addition, two Local Director Positions will be on the ballot. Local Directors oversee the activities of designated committees. Take special note of the nominations deadline: **Tuesday, February 10, 2009** at our regularly scheduled General Membership dinner meeting.

In addition to board positions, I encourage you to consider nominations for the following awards:

- The **James O. Cox Outstanding Member Award**. This award recognizes the member who has performed services within our organization as well as the community, and exemplifies professionalism. Nominations will be accepted through April 14, 2009.
- The **Supplier of the Year, Inside Salesperson of the Year and Outside Salesperson of the Year**. These awards will be presented at the March General Meeting and Supplier Expo. Deadline for nominations is **February 14, 2009**.

Voting and nominations are open to all members. If you wish to nominate a candidate for any of the board positions or awards please refer to NAPM-Houston's Forms on the webpage under "Nominations 2009," and in the Houston BuyLine Newsletter.

As always, I look forward to seeing you all this month. You are vital to our organization and your active participation can make a difference not only in your career but in those of the entire membership.

### **General Meeting Hotel Change through May 2009**

The January through May General Meetings will be held at the Crown Plaza Northwest Brookhollow Hotel. The Sheraton Houston Brookhollow Hotel sustained substantial damage from Hurricane Ike has yet to reopen.

## EXECUTIVE BOARD

### PRESIDENT

Gail Fuselier  
CITGO Petroleum Corp  
[mfuseli@citgo.com](mailto:mfuseli@citgo.com)

### VICE-PRESIDENT

Kim Wren  
Amegy Bank  
[kim.wren@amegybank.com](mailto:kim.wren@amegybank.com)

### SECRETARY/PARLIAMENTARIAN

Heather C. Benjamin-Brown  
UT M.D. Anderson Cancer Center  
[hbenjamin@mdanderson.org](mailto:hbenjamin@mdanderson.org)

### TREASURER

Edward M. Wahowski  
Williams  
[edward.m.wahowski@williams.com](mailto:edward.m.wahowski@williams.com)

### IMMEDIATE PAST PRESIDENT

Laurie D. Oberhoff  
Tecmag, Inc.  
[loberhoff@tecmag.com](mailto:loberhoff@tecmag.com)

### DIRECTORS-AT-LARGE

Sharon Malkovicz, C.P.M.  
Hewlett Packard  
[sharon.malkovicz@hp.com](mailto:sharon.malkovicz@hp.com)

Marian T. Nimon, MBA, C.P.M.  
UT M.D. Anderson Cancer Center  
[mnimon@mdanderson.org](mailto:mnimon@mdanderson.org)

### LOCAL DIRECTORS

Dan Coleman, C.P.M.  
Consultant  
[dcolema1666@earthlink.com](mailto:dcolema1666@earthlink.com)

Sarah Ansley, C.P.M.  
National Oilwell Varco  
[sarah.ansley@nov.com](mailto:sarah.ansley@nov.com)

Dora Valdez  
Aramco Services Company  
[da.valdez@aramcoservices.com](mailto:da.valdez@aramcoservices.com)

## Standing Committees

### COMMUNICATIONS/WEBMASTER

Edward M. Wahowski  
Williams  
[edward.m.wahowski@williams.com](mailto:edward.m.wahowski@williams.com)

### MEMBERSHIP

Laurie D. Oberhoff  
Tecmag, Inc.  
[loberhoff@tecmag.com](mailto:loberhoff@tecmag.com)

### PROFESSIONAL DEVELOPMENT

Joseph Britt  
Neighborhood Centers Inc.  
[jbritt@neighborhood-centers.org](mailto:jbritt@neighborhood-centers.org)

### PROGRAMS

Matthew Meyer  
Shell Oil Company  
[napm.houston.programs@gmail.com](mailto:napm.houston.programs@gmail.com)

### PUBLIC RELATIONS

Narcy Wimberley, C.P.M., B.B.A.  
[wimberleyn@yahoo.com](mailto:wimberleyn@yahoo.com)

### SPECIAL ACTIVITIES

Mike Valant, C.P.M., A.P.P.  
Hewlett Packard  
[mike.valant@hp.com](mailto:mike.valant@hp.com)

## February 10th General Meeting

### “Moving Supplier Diversity Beyond Compliance to Value Creation”

### Craig Clayton, Sr. Director International Institute for Diversity & Cross Cultural Management, University of Houston

By Matt Meyer



Since 1999 Craig B. Clayton has been the Director & Diversity Strategist with the University of Houston's International Institute for Diversity & Cross Cultural Management.

In that capacity he has conducted research linking the level of derailing behaviors in the workplace and the amount of effort given at work on a regular basis.

As a keynote speaker, conference speaker facilitator and corporate trainer he has a unique knack for combining

analytic information in an engaging and motivational manner.

**Pre-Meeting:** **Supplier Diversity Panel Discussion**

**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, January 8<sup>th</sup> at 5pm at [napmhou@earthlink.net](mailto:napmhou@earthlink.net)

### February 2009 Dinner Menu

Garden Salad  
Beef Lasagna  
Vegetable Mix  
Rolls with Whipped Butter  
New York Cheesecake or Strawberry Cloud Cake

Chicken Basel or Vegetarian dinners available upon request.  
Please notify us at the time your reservations are made.  
You must request Alternate Entrée or Vegetarian meals in advance.

## Call For Nominations 2009-2010 NAPM-Houston, Inc. Officer Elections

By: Laurie Oberhoff - Immediate Past President

In the first quarter of each year NAPM-Houston seeks to identify and recognize leadership within our association. This is accomplished by the "Call for Nominations" to you, our members.

We identify future leaders of our association by nominating candidates for the offices of Vice President and Local Director.

Nominations are currently being accepted through **Tuesday, February 10, 2009** for the following positions:

**Vice President:** - The Vice President office serves a three (3) year term. One year as the elected Vice President, one year as President and the third year as Immediate Past President.

**Local Director (2) Positions:** The office of Local Director is a two (2) year commitment. The duties of Local Director are to manage several Committees or Buyers Groups, and function as the voice of our general membership in the Board of Director meetings.

Qualifications for Regular Members in good standing to be considered for elective office are as follows:

- Regular Member of NAPM-Houston for at least (1) one year
- Attendance at the regular meetings
- Participation in at least one committee

As a regular member of NAPM-Houston it is your opportunity to have a voice in the selection of the future Board for the upcoming 2009-2010 association year.

Serving on the Board of Directors for NAPM-Houston offers a chance to master competency skills that are important in your professional growth, professional life, as well as having a voice in shaping the future of our supply chain management organization.

If you are interested in running for any of these positions, would like to nominate one of your peers as a candidate, or have any questions please contact Laurie Oberhoff - Immediate Past President. Phone 713-667-8747, e-mail [loberhoff@tecmag.com](mailto:loberhoff@tecmag.com), fax 713-667-3180 or visit [www.napmhou.org](http://www.napmhou.org) and click on Forms for a Nomination form.

## Annual Supplier Expo Invitation

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

### Save the Date!

Our annual supplier expo will be held at 4:30 p.m. March 10<sup>th</sup> just prior to the dinner meeting. You won't want to miss this exciting event! Thirty of our most outstanding suppliers will be there, all of which were referred to the expo by our members.

This year features minority, woman-owned and small suppliers as well as a theme of "green" environmentally friendly goods/services. Suppliers represent a range of industries. You will have an opportunity to reconnect with those you know as well as meet some new sources.

Visiting all of the featured suppliers will make you eligible for some wonderful door prizes.

Please come support the supplier expo and enjoy an upbeat and fun networking event.

## 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 this month.

### 5 Year:

Corey McShannon  
Erin Tisdell  
Kendra Cook, A.P.P.  
Robert Jamison, C.P.M.

### 10 Year:

Leah Davis, C.P.M., A.P.P.  
Ronald W. Reese, A.P.P.

### 15 Year:

Debra A. Newman

## 2009 Boss of the Year Award

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

The 2009 Boss of the Year Award will be presented at the February 10, 2009 General Meeting.

Please plan on attending and congratulating all the nominees for this prestigious award.

## Professional Development Committee

By: Joseph R. Britt

### Certification recipients

Congratulations to our affiliate members who recently received a certification:

**Robert Gulick, C.P.M.** – December 17, 2008  
**Charles Smith, C.P.M.** – December 19, 2008  
**Karen Harrigal, C.P.M.** – January 8, 2009  
**Larry Gurley, C.P.M.** – January 14, 2009  
**Marietta May, C.P.M.** – January 14, 2009  
**Teresa Conroe, C.P.M.** – January 15, 2009  
**David Ellis, C.P.M.** – January 14, 2009  
**Lee Thrasher, C.P.M.** – January 14, 2009  
**John Upton, C.P.M.** – January 14, 2009

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## CPSM Review Seminar

**Presented By:** Dr. Russell Morey, C.P.M.

**When:** Friday, February 27 and  
Saturday, February 28, 2009

**Location:** Aramco Services Company at 9009 West Loop South in Houston, TX 77096

**Time:** 8:00 a.m. – 5:00 p.m.

**Registration fee and deadline:** \$75/day or \$150/both days (includes materials, continental breakfast, and lunch) by Thursday, February 12, 2009

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

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## 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 N.A.P.M.-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>

## "How to Deal with Back Door Selling" Seminar

**Presented By:** Joe Rice of Benedict Negotiating Seminars, Inc.

Do your suppliers know too much? If your suppliers engage in "Back Door Selling," they probably have too much information when you meet them at the negotiating table.

Back Door Selling is the art of asking carefully crafted, innocent sounding questions of your non-procurement personnel - who then unwittingly give those salespeople just the information they need to undermine your negotiating leverage!

**When:** Thursday, March 5, 2009

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

**Time:** 8:30 a.m. – 12:30 p.m.  
(Arrive 8:00 a.m. for check in)

**Registration fee and deadline:** \$60 by Thursday, February 26, 2009

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

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## Think Service

## Think Value

## Think NAPM-Houston

## 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

- Please park in PG8 and come to the first floor of building CCM6. There will be a security desk there and they will have badges ready.
- Please see attached map of HP Campus

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

Jonathan Heath at [napm.career.srvs@gmail.com](mailto:napm.career.srvs@gmail.com) to make your reservation.

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

### Please note:

*Please no open toe shoes, no cameras, and no purses will be allowed on the factory floor. Also, no one under 18 is allowed on the floor.*

## Professional Credentials

by Andrea Waas, A.P.P., APR,  
Institute for Supply Management  
Vice President-Professional Credentials

“CHANGE” is a word we heard a lot in 2008 ... change in unprecedented economic challenges, change in our political fabric and even change in the basic way many of us do business.

Yes, there was also change in the ISM professional credentials. The C.P.M. program is transitioning toward a “recertification only” program. The registration deadline to take the C.P.M. Exams for the first time has passed. Of course, if you registered less than a year ago, you can still schedule to take that C.P.M. Exam. And you can register throughout 2009 to retake an exam you may have not passed.

Looking ahead, we are excited about the success of our new credential — Certified Professional in Supply Management® (CPSM). The new CPSM credential was launched at the 2008 ISM International Supply Management Conference. Since then, the CPSM has been awarded to professionals in at least nine different countries around the world. As you know, the CPSM, which focuses on more than just the purchasing function, more accurately reflects the extensive and strategic role of supply management. When you achieve the CPSM, you indicate to current and future employers that you have also changed with the new environment and challenges in the field.

In addition to the CPSM *Study Guide* and CPSM *Knowledge Series* already available, ISM will soon release the CPSM Diagnostic Kit to assist with test preparation. If you have not already achieved the CPSM, we challenge you in 2009 to ...Dare to Lead!

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# NAPM - HOUSTON BUSINESS REPORT

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

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Press Release

January 10, 2008

## HOUSTON ECONOMY CONTINUES DOWN

### Sales, Purchases and Production Leading Components

The Houston Purchasing Managers Index, a leading indicator of regional production, continued deeper into negative territory in December indicating that production in the Houston economy is likely to contract over the next three to four months. The December reading of **45.8** was **3.2** index points below November's **49.0** reading.

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.)

Sales, Production and Purchases were the primary contributors to the December slide, each falling over 10 points from November. By margins of 10% for Sales and 10% for Purchases and 12% for Production, respondents reporting declines over the month out-numbered those reporting increases.

Employment remained constant for the month, with 59% indicating a no change, 11% showing an increase and 30% reporting a decrease in manpower. For Sales, 22% reported over-the-month increases, but 49% percent reported declines.

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 ending November, the Houston PMI has averaged 54.4, dropping below the 56.9 average since it was introduced in January 1995. The latest PMI data show that Houston has finally joined the downward national economic trend.

The overall forecast lacks the sense of optimism that our purchasing managers have expressed about the Houston economy in their responses during 2008.

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. - 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.



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**Address Service Requested**

