

Houston *Burlyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

January 2009

UPCOMING EVENTS

January

13th NAPM-Houston Dinner Meeting

14th World Class Negotiations Management Seminar: "Best Practices, Tools, and Future Directions"

22nd Volunteer Dinner

February

2nd Emerging Workforce Study

10th NAPM-Houston Dinner Meeting

18th HP Factory Express Tour

27 - 28th CPSM Review Seminar

Check out the details for all events

www.napmhou.org

PRESIDENT'S MESSAGE



Happy New Year and welcome back!

January marks a new beginning as many of us set goals for the coming year. Self improvement is a common theme and I invite you to schedule time to get involved with N.A.P.M.-Houston. Volunteer, network, and learn through the many opportunities offered by your professional organization. You will not only find it very fulfilling but will increase your knowledge base and expand your professional network.

N.A.P.M. - Houston is a not for profit volunteer professional educational organization. I hope you will come and join our membership as we plan our upcoming 2009 spring fund raisers and committee assignments. Our volunteer dinner is scheduled for January 22nd and I hope you will take advantage of this networking opportunity. Many of us began our volunteer journeys at this meeting.

Other activities offered during January include the dinner meeting featuring Robert Rudzki who will share his expertise on how to communicate with senior management. Bob is also conducting a training seminar on 'World Class Negotiations Management: BEST PRACTICES, TOOLS AND FUTURE DIRECTIONS.' Communication is critical in our profession and Bob offers some interesting approaches and tools to educate and improve our skills while negotiating.

January is also the time to be thinking of our local Boss of the Year Award nominations. The award will be presented at our February 10th dinner meeting.

On February 5th, N.A.P.M.-Houston proudly presents our first lunch meeting at Maggiano's Little Italy. Spherion Corporation has developed The Emerging Workforce® study to track and understand the changing attitude of the workforce and the resulting implications for employers.

The March 10th dinner meeting features the annual Supplier Expo beginning at 4:30 p.m. Supplier Awards will be presented at the March meeting as well. Please check our association Website for the latest in news and seminar opportunities and plan to join us on the second Tuesday of the month for our General Meetings starting January 13th. Thank you for taking advantage of the many volunteer opportunities offered by N.A.P.M.

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

January 13th General Meeting "Communicating with Sr. Management"

Speaker – Robert A Rudzki

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 8th at 5pm
at napmhou@earthlink.net

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.

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January 13th General Meeting

“Communicating with Sr. Management”

Robert A Rudzki Greybeard Advisors, LLC

By Matt Meyer

Supply management at all levels faces numerous challenges. One challenge, in particular, can make the difference between professional success/satisfaction, and downright failure/frustration: the ability to speak the language of the Executive Suite (CEO, CFO). This is a critical success factor that applies to all levels of the supply management organization. This topic provides the conceptual framework, specific tools and processes, and examples of those tools and processes in use, to improve the audience's ability to interact – successfully – with senior executives.

Robert A. Rudzki is the former Senior Vice President, Materials Management and Chief Procurement Officer of Bayer Corporation, and former Vice President and CPO of Bethlehem Steel Corporation. Prior to becoming a CPO, Bob spent 17 years in the financial office of a major corporation, making him uniquely able to combine the perspectives of the CFO and CPO offices.



Now, as President of advisory firm Greybeard Advisors LLC, he works with companies that are seeking to improve their corporate performance, and is also a frequent speaker at professional conferences and corporate management meetings. Bob graduated summa cum laude from Lehigh University with a B.S. in industrial engineering, and from The Wharton School with an MBA. He is co-author of two best-selling supply management books: Straight to the Bottom Line®, and On-Demand Supply Management. He is also the author of the business book Beat the Odds: Avoid Corporate Death and Build a Resilient Enterprise, endorsed by Lee Iacocca.

Pre-Meeting: **Disaster Recovery**
Presented by **Wayne Switzer**

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 8th at 5pm at napmhou@earthlink.net

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 (2) two year commitment. The duties as a Local Director; is 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
- Attends the regular meetings
- Participated 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 program 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, fax 713-667-3180 or visit www.napmhou.org click on forms for a Nomination form.

Call For Nominations 2008 - 2009 James O. Cox Outstanding Member Award

By: Edward M. Wahowski

Annually, NAPM Houston recognizes a member who performs outstanding service to NAPM-Houston, exemplifying professionalism both on the job and within the community. In 1953 the "Outstanding Member of the Year Award" was created to acknowledge the accomplishments of this person and in 1972, it became known as the "James O. Cox Outstanding Member of the Year Award."

A nominee for the James O. Cox Award must be a regular member of NAPM-Houston, Inc. for a minimum of ten consecutive years, must have served either as a voting member of the Board of Directors for at least 2 consecutive years or been Chair of a committee or combination of committees for at least 3 years. If a voting board member, he/she must have attended at least 7 of 10 board meetings in the same year. A sitting President is not eligible for this award during their presidential year. The nominee must have a.) demonstrated leadership and managerial capabilities, b.) performed their assigned tasks, and c.) attended a majority of the General Meetings.

Nominations for the 2008 – 2009 James O. Cox Award will be accepted through the General Meeting on April 2009. The nomination form is posted on the association's Website at www.napmhou.org at **2008- 2009 James O. Cox Nomination Form** or may be obtained by contacting Ed Wahowski at 713-215-4211 or edward.m.wahowski@williams.com.

NAPM-Houston Invites You To Attend the 2009 Volunteer Dinner

When: Thursday, January 22, 2009, 6:00 pm
Where: Aramco Services, 9009 West Loop South, Houston, Tx 77096
Who: President, Gail Fuselier
Cost: Free

Please join us on Thursday, January 22, 6:00 PM at Aramco Services Co., for our NAPM-Houston Trade Fair and Golf Tournament Kickoff dinner to help plan these events.

We are looking for long and short term volunteers.

Come help us in this planning phase and enjoy dinner on NAPM-Houston.

RSVP to Dora Valdez at
DA.Valdez@aramcoservices.com

Professional Development Committee

By: Joseph R. Britt

Certification recipients

Congratulations to our affiliate members who recently received a certification:

Virginia Casey, C.P.M. – October 29, 2008
Richard Andrews, C.P.M. – November 6, 2008
Susan Espree, Lifetime C.P.M. – November 13, 2008
Patricia Pavon, C.P.M. – November 20, 2008

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

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:

- a. the difference between traditional negotiations and world-class modern negotiations management
- b. critical elements in world-class negotiations management that every supply manager needs to know and apply
- c. 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)

Registration fee and deadline: \$60 by Thursday, January 8, 2009

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

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.

“Emerging Workforce Study” Business Luncheon presented by Spherion Corp.

In an uncertain economy, we face a myriad of challenges ranging from operations and finance to strategy and technology. But what about your workforce? Regardless of generational influences, how do we manage the workforce to ensure the needs and skills of employees match the expectations of employers? Over ten years ago, Spherion Corporation developed the Emerging Workforce® Study to track and understand the changing attitude of the workforce and the resulting implications for employers. In its most recent study, Spherion Corporation, backed by international polling firm, Harris Interactive®, has developed a blueprint on how to create an emergent organization that appeals to all workers.

When: February 5, 2009

Location: Maggiano’s Little Italy
 2019 Post Oak Boulevard
 Houston, Texas 77056

Time: 11:30 a.m. – 1:00 p.m.

Registration fee and deadline: \$26 by Sunday, February 1, 2009 (family style lunch included with registration)

Seminar: "How to Deal with Back Door Selling"

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.

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>

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:

Darryl W. Mills, C.P.M.
Giovanni S. Alberto
Joe Naguit
John I. Joslin, C.P.M.
Mark Granville
Mimi M. Penn, A.P.P.
Sanford N. Stephens
Scott E. Sticklus, C.P.M.
Terry D. Reed

10 Year:

Carlos M. Sepeda
James L. Blunt
Kimberly L. DeRouen, C.P.M.
Kurt Welborn, C.P.M.
Marvin B. Shiflett, C.P.M.

15 Year:

David A. Allen, C.P.M.
Edward M. Lewis, C.P.M., A.P.P.
Kathy S. Comeaux
Sharon E. Brauner, C.P.M., A.P.P.

20 Year:

Jean L. Lara, C.P.M.

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 in January Houston N.A.P.M. members are encouraged to make a nomination for their boss to be the NAPM.-Houston Boss of the Year. 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>

Sharon Malkovicz, C.P.M. Receives Prestigious Southwest Supply Management Forum Volunteer of the Year Award

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

Sharon Malkovicz, C.P.M. was presented with the Volunteer of the Year Award on September 26th at the closing luncheon of the Southwest Supply Management Forum Annual Conference in Plano, Texas. Sharon is a career purchasing professional with over 25 years in the field. She is employed with Hewlett Packard in Houston Texas and is an active executive member with both local affiliate NAPM-Houston, Inc. and ISM.

Sharon's many professional credits include Vice Chair of Education for the Southwest Supply Chain Forum taking office in May of 2001 resulting in Forum Chair 2005-2007. Sharon served on two Ad Hoc committees to restructure District II into the Southwest Forum. She has been a member of NAPM-Houston, Inc. since 1983, where she has served as a committee member on NAPM-Houston's Vendor Mixers and Golf Outings, Houston Purchasing Exposition, MAC chairman, Local Director, Director at Large, Vice-President and President.

She has worked on the last six Southwest Supply Management Conferences and the last 4 hosted by NAPM-Houston. Awards include District II MAC Person of the Year for 1987-1988, James O. Cox Outstand Member Award 1995-1996, and Arnold Yauch Award 2003-2004. Sharon holds a BBA in Business Administration from the University of Houston. She has her Lifetime C.P.M.

This is the first Volunteer of the Year Award presented by the Southwest Forum. The Award will be presented annually to an individual in the Southwest Forum in recognition of distinguished service toward the goals and vision of the Forum. It is the highest honor that the Southwest Forum may bestow. The award represents appreciation of individual accomplishments, spotlights years of dedication, and recognizes exemplary service

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!

January 2009 Dinner Menu

Garden Salad
Chicken Basil (Breast of chicken with light basil cream sauce)
Vegetable Mix
Rolls with Whipped Butter
Chocolate or Walnut Cream Cake

Alternate Chicken Entrée

Chicken Monte Carlo
(Breast of chicken with Danish ham and mozzarella cheese with light cream sauce)

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

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

December 10, 2008

HOUSTON ECONOMY SLOWS DOWN

Prices Paid and Sales Lead

The Houston Purchasing Manager's Index decreased 2.7 points in November to **49.0** from October's **51.7**. This indicates that the Houston manufacturing activity has started to contract. This is the first month that the economy did not increase in almost 6 years.

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. Less than 50 is a negative outlook.

The Houston PMI is comprised of all industries and we still see good activity in the Health Industry and the Oil Field Support Manufacturing, but most others are seeing reduced backlogs and inquiry activity.

Purchased Inventory was the primary contributor to the PMI's November performance: Only 8% reported increased from 18% last month of our respondent's reporting. 51% reported no change. Sales were down for 38%, the same for 28% and only up for 28%, an 8% slippage.

Employment declined 10% for the month with 59% indicating a no change, with 13% showing increase and 28% had a decrease in manpower.

Purchase's responses were basically the same as last months. November respondent's reported Lead Times declined by 23% and 54% the same from the level of activity of the previous month.

November is the first month in 70th consecutive months that the Houston PMI has been below the neutral mark of 50 and there have only been 15 months since the end of 2004 have posted readings below 60.

Over the 12 months ending November, 2008 the Houston PMI has averaged 54.9, dropping below the 57.1 average since it was introduced in January 1995. The latest PMI data show that Houston 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.

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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