

# Houston *Burlyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

June 2009

## UPCOMING EVENTS

### June

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

### July

No Activities

Check out the details for all events

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

## June 11th General Meeting

# “celebrate *your* magic”

### Bob Higa

Speaker & Entertainer

By Matt Meyer



This transforming motivational program casts illusions aside and discover the joy, energy, and talent within. Bob Higa's acclaimed presentation is uplifting and memorable, a magical journey filled with laughter, audience participation, and personal discovery. More than ever, organizations are asking their teams to pull rabbits out of hats – greater productivity with fewer resources. As a globally recognized master illusionist, Bob Higa knows there is no magic to making extraordinary results happen. It's all about commitment, creativity, training, and hard work.

**Pre-Meeting:** Social Mixer

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

**When:**

**5:00 pm – Pre Meeting**

Social Mixer

**6:00 pm - Dinner**

**7:00 pm – Program**

Presentation of the James O Cox Award

89th Installation of Officers  
Honoring Incoming President  
Kim Wren A.P.P.

Keynote Speaker

**8:30 pm – Adjourn**

**Location:**

**Sheraton Houston**

**Brookhollow Hotel**

3000 North Loop West,  
Houston, Texas 77092

Please RVSP for dinner meeting  
by Thursday, June 4<sup>th</sup> at 5pm at  
[napmhou@earthlink.net](mailto:napmhou@earthlink.net)

Baffling and compelling illusions. Enlightening and energizing messages. Continually refreshed with new illusions and aligned with today's business news. In a program customized to the key drivers of your event. The real magic you will celebrate is seeing your teams come alive and take positive action for your organization – shattering the illusions of their limits and transforming their jobs into their greatest performances ever. Bob Higa is known for his dramatic and inspiring programs - illuminating current business issues with his magic. Higa develops a unique program for each group, based on the client's philosophy and goals.

In today's business climate, clients/customers have instant expectations and they want to be "wowed." Delivering amazing results should appear effortless. Bob Higa knows there is no "magic" in making the magic happen and creating effortless results for customers is an illusion. In reality, the power lies in the partnerships we form the knowledge we gain and the skills we develop. "Genuine magic happens when reality exceeds expectations," says Higa. This unique blend of magic with business acumen is the result of years of diverse experience as an entertainer and experience in the business world.

An accomplished entertainer, Bob Higa has appeared on television, and headlined in Las Vegas and Atlantic City. He has headlined on major cruise ships and has opened for several popular celebrities. Yet, he is educated in Marketing & Business Administration and has 20 years experience in sales, management, training and customer service.

## EXECUTIVE BOARD

### PRESIDENT

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

### VICE-PRESIDENT

Jo Ann Prazak, C.P.M.  
Swift Energy Operating, LLC  
[joannprazak@yahoo.com](mailto:joannprazak@yahoo.com)

### SECRETARY/PARLIAMENTARIAN

Hether 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

Gail Fuselier  
CITGO Petroleum Corp  
[mfuseli@citgo.com](mailto:mfuseli@citgo.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.  
Resources Global Professionals  
[dcolema1666@earthlink.com](mailto:dcolema1666@earthlink.com)

Sarah Ansley, C.P.M.  
National Oil Well 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/

### PUBLIC RELATIONS

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

### MEMBERSHIP

Filza Salim  
Shell  
[Filza.salim@shell.com](mailto:Filza.salim@shell.com)

### PROFESSIONAL DEVELOPMENT

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

### PROGRAMS

Mara Stanfield, C.P.M.  
Belmont Corp.  
[mstanfield@belmontvillage.com](mailto:mstanfield@belmontvillage.com)

### SPECIAL ACTIVITIES

Teena Bell  
Halliburton  
[Teena.bell@halliburton.com](mailto:Teena.bell@halliburton.com)

Bob Engle  
Resources Global Professionals  
[bob.Engle@resources-us.com](mailto:bob.Engle@resources-us.com)



Please join us on June 9, 2009 for the 89th annual Installation of Officers of the National Association of Purchasing Management – Houston, when we will honor our present Officers, Board of Directors, and Committee Chairs for their volunteer efforts to our Association during the past year and conduct the installation of our new Officers for the 2009-2010.

Regards

Kim Wren, A.P.P.  
Incoming President, NAPM - Houston, Inc.  
[kim.wren@amegybank.com](mailto:kim.wren@amegybank.com), (713) 232-2134

## Sharon Malkovicz, C.P.M. Named ISM's Volunteer Person of the Year

Supply chain professionals were recently honored for their contributions to their affiliates and the profession.

(Tempe, Ariz.) May 4, 2009 — Institute for Supply Management™ (ISM) has announced its Persons of the Year Awards, honoring those who have made significant contributions to ISM and the supply management profession. Winners were recognized at an appreciation breakfast today during ISM's 94th Annual International Supply Management Conference and Educational Exhibit, in Charlotte, North Carolina. Persons of the Year Awards recognize excellence in the areas of Education/Learning, Innovation/Creativity, Leadership, Marketing/Communicating and Volunteerism. The 2008 ISM Persons of the Year recipient from Houston Texas was:

**Volunteer Person of the Year** - Sharon Malkovicz, C.P.M., NAPM—Houston, Inc. Sharon Malkovicz, C.P.M., is a longtime affiliate member and volunteer who never forgets what it can feel like to be a new member of a group. She is admired for her ability to pull people together to form a team, then build up each team member to ensure that they're comfortable in their role and have a successful volunteer experience. Malkovicz has participated in ISM's Leadership Training Workshops for more than seven years. She is a past affiliate president and has been a member of NAPM—Houston, Inc.'s special activities committee for more than 10 years.

Malkovicz is immediate past chair of the ISM Southwest Forum. She is currently employed at Hewlett-Packard, where she is a commodity manager on the Blade Server team.

## News & Notes

By: Kim Wren - Vice President

### GET WELL WISHES

A speedy recovery to Mike Valant and Harry Nimon on their recent surgery.

If you have 'news' or 'notes' contact:  
Kim Wren, A.P.P., [Kim.wren@amegybank.com](mailto:Kim.wren@amegybank.com)

## 2008 - 2009 Billie Jean Sommer Outstanding New Member Award

By: Ed Wahowski



**Carleen Glasgow**, Certex USA Inc., Professional Development Committee Member was awarded the Billie Jean Sommer Outstanding New Member Award at the May 12, 2009 General Meeting.

The Billie Jean Sommer Outstanding New Member Award was established in 1988 to honor the new member who has displayed exceptional volunteerism

and commitment our association. This award is specific to NAPM Houston and was named after Billie Jean Sommer our 70th President to honor her unselfish dedication.

The criteria to be eligible is any new member who has joined NAPM Houston within the two year period preceding April of the current year; who has accepted and retained a committee position for a minimum of 6 months; and has performed in an above average manner.

Carleen joined our association on January 17, 2007. Immediately she started participating in both our supplier expo and golf tournament but has been instrumental in our Professional Development Committee; and currently has lead our certification activities involving planning, scheduling, and conducting our CPM, CPSM and CPSM Bridge reviews.

Please join me in congratulating Carleen Glasgow, Certex USA Inc. as the 2008 – 2009 recipient of the Billie Jean Sommer Outstanding New Member of the year Award.

## School Partnership Committee

By Matt Meyer

This past year has been quite a hectic one, especially for our local schools. They faced numerous challenges including the pandemics, natural disasters, and lack of school supplies. We ask for your support by contributing during our Annual School Supplies Drive during the September 8<sup>th</sup>, 2009, General Dinner Meeting. We will be collecting all types of donations with a key focus on:

- Yellow #2 Pencils
- Sets of Washable Markers
- Spiral Notebooks (70 sheets, wide ruled)

If you have any questions, or concerns, please feel free to email the committee at [NAPM.Houston.School.Partnership@gmail.com](mailto:NAPM.Houston.School.Partnership@gmail.com).

See the links "about" NAPM - Houston's Sponsored Schools

- Walter W. Scarborough Elementary School  
3021 Little York Rd., Houston, Texas 77093  
Mrs. Susan Bargaleski, Principal  
<http://es.houstonisd.org/ScarboroughES/>
- Patrick Henry Middle School  
10702 E. Hardy, Houston, Texas 77093  
Mr. Christian Sanders, Principal  
<http://ms.houstonisd.org/HenryMS/>

## NAPM – Houston, Inc. Welcomes Our Newest Members

By: Laurie Oberhoff – Immediate Past President

**Please join me in welcoming our 15 new Members approved in May.**

**George Barry** - Biznet SPM  
**Andrew Cavanagh** - Invista S.A.R.L. (Koch Industries)  
**Sal Colello** - FMC Technologies  
**Vanessa Engel** - Shell  
**Quita Freeman** - Shell  
**Derrill M. Goodson C.P.M.**  
**April Jessen** – Cooper Crouse-Hinds (Dresser)  
**Krystal Nelson** - BP  
**Rusty Ray III** – Argents Express Group  
**Filza Salim** – Shell  
**Ken Stoll** – Shell  
**Hollis Sumrall** – Shell  
**Weihua Wang, CPSM** - FMC Technologies  
**Josh Soybel** – ConocoPhillips  
**Michael S. Bishop, C.P.M.** – Chevron Corp.

## Professional Development Committee

By: Joseph R. Britt

### Certification recipients

Congratulations to our affiliate members who recently received a certification!!

**Janice Jackson, Lifetime C.P.M.** – April 22, 2009  
**Ronald Smith, CPSM** – May 7, 2009  
**Steven Killmer, CPSM** – May 14, 2009

## C.P.M. Exam Registrations EXTENDED through Sept 30, 2009

ISM continues to receive requests from individuals for additional time to complete the C.P.M. examination process. Due to the continued interest ISM has extended the C.P.M. exam registration deadline. C.P.M. exam registrations will be accepted through September 30, 2009. For those registering to take a specific C.P.M. exam for the first time there are no exceptions to this deadline.

The only exception to the September 30, 2009 C.P.M. exam registration deadline: If an exam candidate fails a C.P.M. exam in 2009, he/she will be allowed to register to RETAKE THE EXAM MODULE FAILED.

All C.P.M. examinations must be completed by December 31, 2009. No exceptions. There are no refunds for C.P.M. exam registrations made in 2009.

ISM strongly recommends candidates schedule exam dates as soon as possible to avoid scheduling conflicts at the testing centers, and to allow time to retake an exam module they failed if needed. ISM cannot guarantee a space at testing centers.

If you have any further questions regarding the C.P.M. program, please contact Kara in ISM Customer Service at 800/888-6276, extension 3072, or [kbuckley@ism.ws](mailto:kbuckley@ism.ws).

## 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](mailto:jbritt@neighborhood-centers.org) to share your ideas.

## Thank you! for a Successful Pre- Meeting on May 12, 2009

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

Thank you to 10 New Members who attended the May 12, 2009 Pre-Meeting and New Member Orientation.

Laurie Oberhoff, Immediate Past President and Membership Activities Chairman welcomed our 10 new members and others in attendance; Gail Fuselier - NAPM President and Company Coordinator CITGO, Carol Montgomery - Supplier Diversity Chairman and Company Coordinator Continental Airlines, Wayne Doyle - Company Coordinator AMEC Paragon, Joseph Britt - PRO-D Chairman, Melinda Miller - Company Coordinator Nobel Energy, Inc., Kim Wren - Vice President and Company Coordinator Amegy Bank for a total of 17 in attendance.

Ed Wahowski - Treasurer, Communications Chairman and Company Coordinator - Williams was the presenter

of a slide show which detailed the value of NAPM - Houston and ISM membership benefits and some "other things you may not know" information.

Joseph Britt, CPSM - PRO-D Chairman presented Continuing Education Hour certificates to those in attendance.

Melinda Miller registered the attendees and coordinated the door prize drawings.

Membership Activities Committee presented three nice NAPM-Houston gift items.

Congratulations to all the winners!

## ISM's Southwest Forum Receives Excellence Award

(Tempe, Ariz.) May 4, 2009 — Institute for Supply Management™ (ISM) today honored its Southwest Forum as 2008 Group or Forum of the Year. ISM officially recognized Group and Forum excellence at a Volunteer Appreciation Breakfast during its 94th Annual International Supply Management Conference and Educational Exhibit in Charlotte, North Carolina.

Southwest Forum Chair Connie Mullins, C.P.M., praised the hard work and professionalism of Forum volunteers. "The mission and purpose of the Southwest Forum is to provide low-cost educational opportunities for our members through the presentation of our yearly conference," Mullins says. "The planning and execution of this conference is performed solely by volunteer members of our group ... and most of them reside in several different cities and states. I am personally honored to be involved with this hard-working group who successfully tackle communications and logistical challenges to deliver the Southwest Supply Management Conference each year."

ISM Groups and Forums Excellence Awards recognize those Groups and Forums that demonstrate excellence in their professional operations, educational offerings, recruitment, training and retention efforts, while at the same time communicating the value and prestige of ISM and the supply management profession.

Three Groups or Forums met the level of excellence for 2008. They are:

- Materials Management Group
- Services Group
- Southwest Forum

NAPM - Houston Officers who are active participants in the Southwest Forum headquartered in Dallas are Kim Wren A.P.P., Sharon Malkovicz, C.P.M. and Marian Nimon C.P.M.

## 94th Annual ISM International Supply Management Conference and Educational Exhibit

By Randy Carlson C.P.M., Category Management Analyst  
Shell Downstream Inc.

Recently, I was fortunate enough to have had the opportunity to attend the 94<sup>th</sup> Annual ISM International Supply Management Conference and Educational Exhibit in Charlotte, North Carolina. If you have not been to a national or regional ISM Conference previously, you should definitely consider attending a conference in the near future. These conferences offer several excellent learning and networking opportunities, plus you can probably have a little bit of fun too!

At the conference in Charlotte, my Shell Colleagues and I were able to hear and learn about the latest in our profession. The conference offered several sessions 'tracts' designed to follow topical subjects relevant to our profession. We had the choice to choose among Sustainable Development issues, Understanding Legal Terms & Conditions, Contract Management, Supplier Relationship Management and other related Supply Chain topics. It was an excellent way to stay up to date on the latest best practices.

For those who were seeking certification, the conference offered CPSM Review Classes, taught by some of the best instructors in the Supply Chain profession. These instructors provided insights and helped students identify areas of further study which improved their chances of passing the CPSM exams. (Who wouldn't want that kind of help?) Additionally, the conference offered CPSM Exam Sessions for those already prepared to take the exams.

I had the opportunity to meet Supply Chain Professionals from all over the world that were seeking to increase their knowledge, as well as seeking to improve the overall Supply Chain profession. I was able to develop a number of new friendships at the Charlotte conference which I expect to last a lifetime.

I visited several suppliers at their information booths in the "Supplier Pavilion". Many of these suppliers support our various businesses and conferences and were definitely worth the visit.

So, what else did I do at the 94<sup>th</sup> Annual ISM International Supply Management Conference and Educational Exhibit in Charlotte?

- I attended a Train-the-Trainer session for the CPSM Exam.
- I took the Session tract for Sustainable Development.
- I heard Key Note Speakers provide insights on leadership, update us with developments about our profession and discuss the current global/macro economic situation which has impacted us all.
- I was part of the Houston ISM contingent which saw Houston's own Sharon Malkovicz, C.P.M. receive the ISM Volunteer Person of the Year Award.
- I dug for emeralds at the only emerald mine open to the public in the US.
- I had dinner at some great restaurants!

All in all, it was a great time. So, when are **YOU** planning to attend an ISM Conference? The Southwest Supply

Management Conference is schedule for October 7<sup>th</sup> thru October 9<sup>th</sup> at the Marriott Dallas/Plano at Legacy Town Center in Plano. For additional information please visit the Southwest Forum's website at <http://www.ismswscf.org>.

It's also not too early to begin planning your attendance at the 95<sup>th</sup> Annual ISM International Conference scheduled to be held in San Diego in April, 2010.

## 2009 NAPM Golf Tournament

By: Laurie D. Oberhoff – Golf Tournament Co-Chair

We would like to thank all of our sponsors, volunteers and the 61 teams that participated in this years golf tournament held on May 21, 2009 at the Cypresswood golf club. The weather cooperated and we again had a very successful event.

It takes long hours, a lot of time and energy for a successful Golf Tournament. We would like to recognize our volunteers below for their dedication to our association in helping to make this year's tournament a success.

**Wayne Switzer** \* MECO - Golf Tournament Chairman  
**Laurie Oberhoff** \* Tecmag - Golf Tournament Co-Chair, Photos  
**Mike Valant** \* HP – Special Activities Chairman, Registration "Go To"  
**Gail Fuselier** \* CITGO - NAPM President, Welcome, Directions  
**Kim Wren** \* Amegy Bank \* NAPM Vice President - Ticket Sales Committee, Raffle Prizes  
**Otuko John-Teye** \* HP - Ticket Sales Committee, Raffle Prizes  
**Sharon Malkovicz** \* HP - Ticket Sales Committee, Raffle Prizes  
**Shelley Kirkendall** \* HP - Ticket Sales Committee, Raffle Prizes  
**Ed Wahowski** \* Williams – Treasurer, Volunteer Assignments, Photos  
**Melinda Miller** \* Nobel Energy – Registration, Ditty Bags, Golf Carts, Door Prizes  
**Mike Ricketson** \* Williams - Ditty Bags, Golf Carts, Door Prizes  
**Mark Klaus** \* Crystallex - Tee Signs, Ditty Bags, Golf Carts, Door Prizes  
**Sheila Smith** \* City of Missouri City Texas - Ditty Bags, Golf Carts, Door Prizes  
**Giovanni Alberto** \* Texas Tile Manufacturing - Tee Signs, Ditty Bags, Golf Carts  
**Joseph Britt** \* Neighborhood Centers - Tee Signs, Ditty Bags, Golf Carts  
**Carleen Glasgow** \* Certex - Registration, Ditty Bags, Golf Carts, Door Prizes  
**Dora Valdez** \* Aramco - Registration, Ditty Bags, Golf Carts, Door Prizes  
**Marian Nimon** \* UT M. D. Anderson Cancer Center - Golf Shirts  
**Rose Berberian** \* UT M. D. Anderson Cancer Center - Registration  
**Jerry Prante** \* Unaffiliated - Tee Signs, Ditty Bags, Golf Carts  
**Jo Ann Prazak** \* Swift Energy - Golfer/Sponsor Contact List  
**Derrell Jones** \* Retired - Ditty Bags, Golf Carts, Door Prizes  
**Art Blevins** \* Walk Up Company - Golfer/Sponsor Contact List  
**Jerry Garza** \* MECO - Wayne's inner company support  
**Maira Diaz** \* MECO - Wayne's inner company support

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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

May 10, 2008

## HOUSTON PMI INDEX TURNS UP

### Sales, Finished Goods Inventory Lead Increase

The Houston Purchasing Managers Index, a leading indicator of regional production, increased 1.9 point's in April. The April reading of 40.9 was higher than February's 39.0 reading. This level still indicates that production in the Houston economy is likely to contract over the next three to four months. Although this was an increase the Purchasing arena stayed in negative territory for the 5th consecutive month said the Houston supply executives in the latest NAPM – Houston PMI Survey.

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 Sales, Production and Finished Goods Inventory a little better than last month, but that was offset by declines in Purchases, Employment and Lead-Time's. This resulted in the slight change to the PMI from last month.

Sales were reported at a 23% increase for the month, with 40% indicating a no change and 35% showing a decrease. Finished Goods Inventory rose for 15%, remained the same for 38% and declined for 33% of those reporting.

Respondent's reported six of the eight categories the Same as last month. Only Purchases and Prices Paid had over 50% responding lower activity. Purchases reported over-the-month increases of only 13%, with 38% percent reporting the same as last month and 50% down. Prices Paid only reported up in 3%, with 48% the same and 50% down.

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.

Over the last 12 months thru this April the PMI has averaged 49.2, dropping below the 56.7 average since it was introduced in January, 1995.

This month's overall outlook indicates a continuing decline in the Houston Economy say the Purchasing Managers in April, but may be slowing.

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](mailto:Mike.Valant@hp.com) or 281 518-8575 now



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

**Address Service Requested**

## **June 2009 Dinner Menu**

Tossed Green Salad  
Steak  
Twice Baked Potatoes  
Baby Vegetables  
Rolls with Whipped Butter  
Strawberry Cloud Cake or Carrot 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.