

# Houston *Blueprint*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

March 2009

## UPCOMING EVENTS

### March

- 5<sup>th</sup> Seminar "How to Deal With Back Door Selling"
- 10<sup>th</sup> NAPM-Houston Dinner Meeting & Annual Supplier Expo
- 11<sup>th</sup> Business Roundtable – Univeristy of Houston-Downtown

### April

- 14<sup>th</sup> NAPM-Houston Dinner Meeting
- 23<sup>rd</sup> ISM Satellite Seminar – "Preparing to Negotiate On-Shore and Offshore"

Check out the details for all events

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

**March 10<sup>th</sup> General Meeting & Annual Supplier Expo**  
**"Role of Supply Chain in Revenue Enhancement"**

Speaker – Nelson Schmidt, C.P.M.

#### **When:**

- 4:30 pm – Supplier Expo**  
**6:00 pm - Dinner**  
**7:00 pm – Program**  
**8:30 pm – Adjourn**

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

## PRESIDENT'S MESSAGE



### **Supply Management Month**

March is typically designated as Supply Management Month. This is the month for our profession to communicate the value we deliver to industry and the marketplace. NAPM-Houston, in conjunction with various supply management associations, will recognize supply management professionals' contribution to the bottom line as well as building relationships and stability for the profession.

We will begin Supply Management Month with a seminar on March 5<sup>th</sup> titled How to Deal with Back Door Selling. On March 10<sup>th</sup>, prior to our dinner meeting, NAPM-Houston will host the 2009 Supplier Expo beginning at 4:30 pm. Some 30 suppliers are coming together to share products and services offered by their companies. At the dinner meeting we will be honoring our Supplier of the Year, Inside Sales Person of the Year and the Outside Salesperson of the year. The dinner meeting speaker, Nelson Schmidt, will discuss The Role of Supply Chain in Revenue Enhancement. The following day, NAPM-Houston will host a Student Roundtable at the University of Houston Downtown campus. The purpose of this roundtable is to introduce students to various industries so they can better discern a potential career path.

The Supplier Expo is one of our two annual fund raisers so I encourage everyone to help support the organization through participation at the Expo and the Golf Tournament in May. Help the organization stay strong so we can continue to offer the affordable educational and networking opportunities that will be so critical in future years.

Just as a reminder, elections for new officers will begin on-line in March and will conclude at the April 14<sup>th</sup> dinner meeting.

So plan to participate in our election, programs and events and join us as we celebrate Supply Management Month.

**Gail Fuselier, President**  
[mfuseli@citgo.com](mailto:mfuseli@citgo.com)

### **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

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## Standing Committees

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# March 10th General Meeting

## “Role of Supply Chain in Revenue Enhancement”

### Nelson Schmidt, C.P.M. Resources Global Professionals

By Matt Meyer



Prior to his position with Resources Global Professionals, Nelson held various Supply Chain Management positions with various energy companies based in Houston up through the mid 1990's.

In July 1996, Nelson was one of the original founders and principals at The Procurement Centre (TPC), a Texas based Supply Chain Management Company providing procurement and supply chain solutions to companies on a project basis. From 1996 to 2002, Nelson was instrumental in establishing and rolling out TPC's professional services platform to the company's diverse and quickly growing list of clientele. TPC was acquired by Resources Global Professionals in October 2002. During his tenure at Resources Global Professionals, Nelson has had various roles and responsibilities working in many aspects of the companies' business lines.

Nelson has 27 years of diverse knowledge and experience in the Supply Chain Management profession. Nelson is adept in Capital Project Management, Strategic Sourcing, Alliance Management, Contract Management, e-Procurement solutions, Organizational Design, complimented by functional knowledge of various ERP solutions, especially SAP. Nelson is a frequent speaker on various Supply Chain topics to Resources vast customer base.

**Pre-Meeting:** Annual Supplier Expo

**Location:** Crown Plaza Northwest Brookhollow  
12801 Northwest Freeway (290 & Hollister / Tidwell Exit 13B)

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

**When:** 4:30 pm – Supplier Expo  
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)

### March 2009 Dinner Menu

Garden Salad  
Chicken Alfredo  
Vegetable Mix  
Rolls with Whipped Butter  
New York Cheesecake or Strawberry Cloud Cake

Vegetarian meals are available upon request  
Please notify us at the time your reservations are made.  
You must request vegetarian meals in advance.

## Annual Supplier Expo Invitation

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

### We hope you will attend!

Our annual supplier expo featuring 30 suppliers will be held March 10<sup>th</sup> prior to the dinner meeting at 4:30 p.m. This is a great opportunity to meet some new suppliers!

This year's theme is "green" environmentally friendly goods/services. Suppliers represent a wide range of industries. In addition, this year we are featuring primarily minority, woman-owned and small suppliers. 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 allow you to be eligible for some wonderful door prizes.

I'm looking forward to seeing you at NAPM Houston's annual supplier expo. You will be sure to experience an upbeat and fun networking event!

## NAPM - Houston Inc. Nominees for 2009 Annual Officer Election

By Laurie D. Oberhoff \* Immediate Past President

The election of new officers for the 2009 – 2010 Program year will begin the week of March 10th, 2009 and end at the April 14 general meeting. NAPM-Houston membership will be electing the position of Vice President and two Local Directors to begin their term in office on June 1, 2009 and take their oaths of office during our annual Installation of Officers on June 9, 2009.

The following nominees were approved by the NAPM Houston Board of Directors during the February 24, 2009 Board Meeting.

### Vice President Candidate:

**Jo Ann Prazak, C.P.M.** – Swift Energy

### Local Director Candidates:

**Sarah K. Ansley, C.P.M.** – National Oil Well - Varco

**Daniel O. Coleman, C.P.M.** – Resources Global

**M. Wayne Doyle** – AMEC Paragon

Ballots will be available online at [www.napmhou.org](http://www.napmhou.org) the week of March 10, 2009, or down load the ballot from the website and mail or drop in the Ballot box at the General Meeting on April 14, 2009. Ballots will be available at the meeting with validation of your ISM membership number.

All NAPM Houston Regular Members in good standing and Life Members shall have the right to vote in the local NAPM Houston Inc. annual election.

## 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 March.

### 5 Year:

Daniel Coronado, C.P.M.

Linda Shelvin

Steve Groppi

Timothy Rowehl

Tracie K. Slone

### 10 Year:

Erik G. Hoffman, C.P.M.

Harry Joe Thornhill

Wayne J. Auzenne

### 15 Year:

Lorna Sadler

Robert B. Fazakerly, C.P.M., CPIM

Sedrick "Ray" DuRousseau, C.P.M.

## 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 14<sup>th</sup> 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

### “Supplier and Inside & Outside Salesperson of the Year Awards”

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

Each year in NAPM-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 plan on attending next month's General Dinner Meeting to see who will win these prestigious awards this year.

## What's Happening to the C.P.M.?

The C.P.M. is transitioning into recertification-only status. Potential C.P.M.s will need to be aware of several important milestone dates.

In 2009, you can no longer register *new* C.P.M. Exams. Only the registration of C.P.M. Exam *retakes* will be available.

As long as you registered your exams in 2008, you have *one year* from the date you registered to complete your exams. Just remember that our testing provider, Prometric, fills up very quickly during the last half of the year. Make sure you don't get caught in scheduling issues. Schedule and complete your exams early in the year.

For information on the transition of the C.P.M., call ISM Customer Service at 800/888-6276 or 480/752-6276, option 8, or visit the Professional Credentials section of the ISM Web site under C.P.M. FAQs. (Employers who *already* provide on-site testing will also be able to offer retakes to their employees during 2009. For on-site testing information and requirements, call the ISM Sales Department at extensions 3061 or 3086.)

### Last Chance to Take C.P.M. Exams

You have one year from the date you registered in 2008 to take your C.P.M. exams. But don't wait until the last minute to actually take them. ISM recommends that you complete all your C.P.M. Exam modules as soon as possible to avoid any scheduling issues. Don't get caught in the rush — get your C.P.M. now.

### C.P.M. Application Deadline – December 31, 2013

The last day to postmark C.P.M. Original/Original lifetime applications is December 31, 2013. After that, the C.P.M. designation will be in recertification-only status. At that time, ISM will only accept C.P.M. recertifications and will no longer accept new C.P.M. original applications.

### What If I Don't Pass?

If you do not pass one or more modules, you will be able to retake the module(s) (as space is available at the test site) that you failed throughout 2009. However, the last day that anyone can take a C.P.M. Exam, whether it is a first time or a retake exam, is December 31, 2009. If you tested as part of an on-site program, contact your employer for information on retesting.

### Quantities Limited on C.P.M. Study Materials

Many C.P.M. study materials are still available and are now at 25% to 50% off the regular price. Don't wait to order your C.P.M. study materials. Many items are available only while supplies last and are limited in quantities.

## 2009 Boss of the Year Award

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

Congratulations to **Abid Yousuf of EPCO, Inc.** for being named the 2009 NAPM Houston Boss of the Year. Abid was presented with a Boss of the Year plaque at last month's General Dinner Meeting.

## Professional Development Committee

By: Joseph R. Britt

### Certification recipients

Congratulations to our affiliate members who recently received a certification:

**Carnell Moses, C.P.M.** – January 22, 2009

**James Goodrum, C.P.M.** – February 4, 2009

## "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.

## Business Roundtable: University of Houston - Downtown

NAPM - Houston, Inc. is pleased to announce our business roundtable with the University of Houston - Downtown on March 11, 2009.

Our topic this year will be "**The Challenges and Opportunities of Supply Management in the New Economic Landscape**".

We will begin the event with a general discussion among a panel of NAPM - Houston members. After the general discussion, we will conduct industry-specific breakout sessions with students for approximately forty-five (45) minutes.

We are requesting panel volunteers from industries including, but not limited to, healthcare, energy, oil and gas, petrochemical and refining, transportation and government. In addition, we specifically request alumni of the University of Houston to participate, which will provide a direct relationship to the students. Finally, we will have a networking session immediately after the roundtable, with snacks and beverages, to help mentor the students even if you are unable to join the discussions.

Please join us at the discussion at 4 p.m., or at the networking session at 6 p.m. if you have time constraints.

**What:** Business Roundtable at the University of Houston - Downtown

**Where:** One Main Street in Houston, Texas (final room to be confirmed)

**When:** Wednesday, March 11 2009 from 4:00 p.m. to 6:30 p.m.

Questions: Contact Matt Krishnan at [mkrishnan@chevron.com](mailto:mkrishnan@chevron.com)

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## 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.

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## 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.

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## February Supplier Diversity Pre-Meeting

By Alan B. McCain

In support of Supplier Diversity month, on February 10<sup>th</sup> the Supplier Diversity Committee, chaired by Carol Montgomery, hosted a three-member panel discussion that asked the question "why use diverse businesses?"

The panel included Ed Ryland, CCIM, President/CEO of CONCORDIS Real Estate, Rosemary Bundscho, President of Bayside Printing Company, Inc, and Rod Lemon, President of AHARMDCO International, LLC.

This was an open forum question-and-answer panel discussion. Through this open communication we were presented with examples of how highly talented members of M/WBE's contribute real value to their customer vis-à-vis direct access to owner/decision makers, lower overhead transference, entrepreneurial solutions, customer service and loyalty, and strong networking through organizations like Houston Minority Business Council

In so doing, M/WBE's provide the finished product or service to their customers for a fraction of the cost normally associated, which directly and positively affects the customer's bottom line.

This opened the door for requests from many of the 46 professionals in attendance. Further discussion requests included: Prime Supplier Accountability to Diversity, Tools and other resources to help companies in the supplier diversity programs, Internal Techniques to educate buyers and business units on diversity, and what other spending opportunities are available through the use of M/WBE's.

Our sincere thanks go to all of the panelists, and to Mr. Dick Huebner, President of the Houston Minority Business Council, whose assistance, knowledge and resources directly contributed to the overall success of the evening.

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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

February 10, 2008

## HOUSTON PMI INDEX DECLINES Employment, Major Prices and Production Leading

The Houston Purchasing Managers Index, a leading indicator of regional production, continued deeper into negative territory in January indicating that production in the Houston economy is likely to contract over the next three to four months. The January reading of **39.6** was **5.8** Index points below December's **45.4** reading. **This is 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.)

Employment, Major Prices and Production were the primary contributors to the January decline. Each item declined in excess of 10% for the month. There was an 18% decline in Employment, 15% fall for Major Prices and 12% reduction in Production, respondents reporting declines over the month out numbered the few reporting increases.

Employment had a 47% reduction in manpower for the month, with 45% indicating a no change and only 8% showing an increase. Purchases had only 16% reported over-the-month increases, with 55% percent reporting 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 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.

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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