

## UPCOMING EVENTS

### April

- 13<sup>th</sup> **NAPM-Houston Dinner Meeting**  
17<sup>th</sup> **St. Arnold Brewing Co. Tour**  
22<sup>nd</sup> **ISM Satellite Seminar "Rails, Roads, Water and Air: Logistics, Inventory and Distribution"**  
25-28<sup>d</sup> **ISM International Supply Management Conference** – San Diego, CA

### May

- 11<sup>th</sup> **NAPM-Houston Dinner Meeting**  
14<sup>th</sup> **Houston Food Bank Tour**  
20<sup>th</sup> **NAPM-Houston Golf Tournament**  
22<sup>nd</sup> **Career Services Seminar "Energize Your Job Search"**

Check out the details for all events

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

### **Pre-Meeting:**

#### **"Power Interviewing"**

**Career Services Committee**  
presented by Jackie Abrams,  
Precision Task Group.

### **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  
**8:30 pm** – Adjourn

## April 13th General Meeting

### **"U.S. Manufacturing in Recovery"**

#### **Speaker:**

**Norbert J. Ore C.P.M., CPSM**  
**Manufacturing Business Survey Committee Chair**  
**Institute for Supply Management, Tempe, AZ**



**Norbert J. Ore, CPSM** is chair of the Manufacturing Business Survey Committee of the Institute for Supply Management (ISM). For more than a decade, he has served as chair of the committee, a position which gives him responsibility for compiling, writing, and releasing the ISM Report on Business®, the monthly economic report recognized as a leading indicator of the U.S. economy. As spokesperson, he is frequently quoted in the business press, and regularly appears on the national TV and radio networks. During Mr. Ore's tenure as chair of the committee he has spoken with numerous

organizations in the U.S. and internationally, including an address to the Board of Governors of the Federal Reserve. He has also been instrumental in the establishment of similar surveys internationally, most recently in the Peoples Republic of China.

Mr. Ore is a recognized leader in purchasing and supply management having attained the status of Certified Professional in Supply Management (CPSM) and Certified Purchasing Manager (C.P.M.). Additionally, he is a winner of the prestigious J. Shipman Gold Medal, which is presented annually by the Institute for Supply Management for leadership and service in the field.

During his supply management career, he has worked for Fortune 250 companies in consumer products, paper, packaging, building materials and construction. His mission in each instance has been the transformation of the business through process improvement and cost management.

Additionally, he is a frequent author and speaker on the subjects of negotiation, contracts, and strategic supply management. He holds an undergraduate degree in business and a master's in organizational management. He resides in Atlanta.

## EXECUTIVE BOARD

### PRESIDENT

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

### VICE-PRESIDENT

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

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Hether C. Benjamin-Brown, MBA  
Calpine  
[benjaminhe@calpine.com](mailto:benjaminhe@calpine.com)

### 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 Village  
[mstanfie@belmontvillage.com](mailto:mstanfie@belmontvillage.com)

### SPECIAL ACTIVITIES

Teena Bell  
[teenabell@juno.com](mailto:teenabell@juno.com)  
Bob Engel  
Resources Global Professionals  
[bob.engel@resources-us.com](mailto:bob.engel@resources-us.com)



Our April dinner meeting is dedicated to our Past Presidents to whom a special invitation is extended. There have been 88 Past Presidents who have served what is now known as NAPM-Houston, Inc. E. W. Lininger was the organization's first President in 1921. Some of our past presidents are still active and involved today. I have had the pleasure of working with several of the past presidents and have been honored to have their leadership and friendship. The April dinner meeting gives you the opportunity to meet our past leaders. The event also provides these leaders a chance to reconnect with one another, revisit fond memories as well as meet the current membership.

April is also time to elect our future leaders. We have three candidates for Vice President and two candidates for Local Director. The member elected for Vice President will serve a three year term: Vice President, President and Immediate Past President. The Local Director position is a two year term. Balloting for the 2010-2011 program year is currently available online on the NAPM Website. Participation in the annual election gives you a voice in the leadership of our affiliate. I encourage you to take advantage of your membership and express your vote. Election results will be announced at the end of the April meeting.

We had an excellent turnout for the March Supplier Expo! Thanks to Teena Bell, Special Activities Chair, for her dedication and organization of the 2010 Supplier Expo. The Supplier Expo committee members include Brian Foster, Nina Cook, Paige Hicks, Zeba Mehra and Carleen Glasgow. I hope everyone enjoyed the evening and had the opportunity to meet and network with the participating suppliers.

Our second fundraiser is the annual Golf Tournament which occurs on May 20, 2010 at the Cypresswood Golf Club. Bob Engel chairs the Golf Tournament this year. Please contact him at [bob.engel@resources-us.com](mailto:bob.engel@resources-us.com) if you have any questions. Interested volunteers are invited to the golf volunteer dinner on Tuesday, April 6th, 6:00 PM at the Sheraton Brookhollow. The dinner precedes the first planning meeting for the May 20<sup>th</sup> tournament.

Remember to vote and please join us for the April 13, 2010 dinner meeting honoring our past leaders.

## NAPM-Houston Invites You To Attend the 2010 Golf Volunteer Dinner

Please join us on Tuesday April 6th, 6:00 PM at the Sheridan Houston Brookhollow for our NAPM Houston Golf Tournament planning dinner to help us prepare for the May 20th tournament.

We are looking for those members that would like to help us during this years tournament.

Come on out and help us in this planning phase and enjoy dinner on NAPM Houston for your efforts.

RSVP to Kim Wren [kim.wren@amegybank.com](mailto:kim.wren@amegybank.com)

## Notice of Annual Business Meeting and Election of Officers

**April 13, 2010**

By: Gail Fuselier, Immediate Past President

The Annual Business Meeting and Election of Officers NAPM Houston Inc., will be held in conjunction with the April 13, 2010 General Meeting for the election of officers for the 2010 – 2011 program year.

Date: April 13, 2010  
Time: 6:00 P.M. – 8:30 P.M.

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

NAPM Houston Inc. will be electing the positions of Vice President and Local Director to begin their terms for the 2010 – 2011 program year June 1, 2010.

The following nominees were approved by the NAPM Houston Board of Directors during the February 16, 2010 Board Meeting.

### Vice Presidential Candidates:

Hether Benjamin-Brown, Calpine  
Joe Britt, CPSM, Neighborhood Centers Inc.  
Laurie Oberhoff, Tecmag, Inc.

### Local Director Candidates:

Gail Fuselier, CITGO Petroleum, Inc.  
Mara Stanfield, C.P.M., Belmont Corp.

Online ballots are available March 1, 2010 at <http://www.napmhou.org> and paper ballots will be available at the General Meeting April 13, 2010. 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.

## James O. Cox Outstanding Member Award Call for Nominations 2009 - 2010

By: Mike Valant, C.P.M., A.P.P.

NAPM Houston recognizes a member who performs outstanding service to NAPM-Houston, exemplifying professionalism both on the job and within the community annually. In 1953 the "Outstanding Member of the Year Award" was created to acknowledge the accomplishment's of James O. Cox. In 1972, the award 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 two consecutive years or been Chair of a committee or combination of committees for at least 3 years. If a voting board member, they 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:

- Demonstrated leadership and managerial capabilities
- Performed their assigned tasks
- Attended a majority of the General Meetings.

Nominations for the 2009 – 2010 James O. Cox Award will be accepted through the General Meeting on April 13, 2009. The nomination form is posted on the association's Website at [www.napmhou.org](http://www.napmhou.org), under **NAPM-Houston-Forms**, under Nominations for 2010, 2009 - 2010 James O. Cox Nomination Form or may be obtained by contacting Mike Valant at 281 518-8575 or [Mike.Valant@hp.com](mailto:Mike.Valant@hp.com).

Please take a few minutes to recognize the outstanding member for the year. Thanks, Mike Valant, C.P.M.



## 2010 NAPM - Houston, Inc. Annual Golf Tournament & BBQ

**Thursday, May 20, 2010**  
Cypresswood Golf Club

Please help by donating sleeves of Golf balls and/or door prizes at our general meetings on April 13 or May 11. *Thank you!*

## Congratulations on your Tenures!

By: Sheila Smith, C.P.M., A.P.P. - Awards Chairman

### 5 Year

Matthew Bradshaw, C.P.M.  
Eric W. Boone, C.P.M.  
Dian L. Cherng-Chu, C.P.M  
James "Jay" King, Jr., C.P.M.  
Tom J. Lyons  
Brooke Tackett, C.P.M., A.P.P  
John Templet  
Richard C. Tebo, C.P.M.

### 10 Year

Charles Hall  
Jon Leiendecker  
Tammy Robichaux  
Steve Saunders, C.P.M.  
Victor Sower

### 20 Year

Robert Hacke, A.P.P.  
Robert W. Peoples, C.P.M.

# 2010 NAPM-Houston Golf Tournament

## Thursday, May 20, 2010



Cypresswood Golf Club  
21602 Cypresswood Drive  
Spring, Texas 77373

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

BBQ Lunch - Contests –  
Awards - Door Prizes

Visit us at [www.napmhou.org](http://www.napmhou.org)

Or just follow the link:

<http://www.napmhou.org/2010SpecialActivitiesCommittee.htm>  
where you will find the Players and Sponsors Registration Forms

By: Bob Engel, C.P.M. - Golf Tournament Chairman

May 20<sup>th</sup> is just around the corner and it is the date for our annual golf outing. We have sent out a mailing to our supply base, but we realize that you may have suppliers that are not on our listing who are anxious to join in on this day of fun and fellowship.

Please let your suppliers know the importance to the NAPM Houston of this tournament and ask them to support this golf outing.

It is our major fund raiser for the year and proceeds help with promoting professional development as well as giving our young college professionals some assistance in obtaining their supply management degrees.

So please, help us get the word out.

All of the necessary information and forms can be retrieved from the NAPM Houston website, [www.napmhou.org](http://www.napmhou.org). **Thank you for your support!**

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

By: Gail Fuselier – Immediate Past President

Marco A. Bermudez  
Gustavo Campos  
Isaac Elking  
Albert Garcia  
Amy Gerdeman  
Tammy Macaluso  
Mark McCollam, C.P.M.  
Kerri L. Miller

Obi Nwabara  
Patrica Ramirez  
Jeffrey T Reinprecht  
Tomeca Richardson  
Linda Stafford  
David TenHoor  
Trey Wesson  
Kelly White

## 2010 Student Scholarship Research Paper Competition Requirements

By: Matt Meyer – School Partnership Chairman

The Student Scholarship Research Paper Competition is an activity NAPM-Houston sponsors to encourage a better understanding of supply chain management among college students. The program benefits students (through cash awards for academic research in topics related to supply chain management), colleges and universities (through local recognition of outstanding student achievement), and the NAPM-Houston Inc (through education of its members and recruitment of the best students into the profession).

The major objectives of the program are to increase student awareness of NAPM-Houston, encourage students to develop and expand their knowledge in the field of supply chain management, reward outstanding academic achievement in the study of supply chain management, increase student awareness of the practical applications of supply chain management within actual organizations.

### Topic

Describe what role the supply chain management industry played during the recent economic crisis. Compare and contrast various strategies of different industries and/or how specific companies seemed to handle the crisis better than others during this difficult time. Are different industries and/or specific companies positioning their supply chain for better management of future challenges?

### Requirements

- Participants must be a current undergraduate student pursuing a degree in the supply chain management (or other related) field.
- Students must be a member of ISM/NAPM.
- Students must submit a copy of their current semester schedule.
- Paper cannot exceed 2,000 words.

### Deadlines

Paper must be submitted via email to [NAPM.Houston.School.Partnership@gmail.com](mailto:NAPM.Houston.School.Partnership@gmail.com) by April 1, 2010

Winners will be notified May 1, 2010 and invited to attend the May general dinner meeting to accept their prizes

### Rewards

First Place = \$500  
Second Place = \$300  
Third Place = \$200

### Point of Contact

Matt Meyer -NAPM Houston School Partnership Chairperson  
Email: [NAPM.Houston.School.Partnership@gmail.com](mailto:NAPM.Houston.School.Partnership@gmail.com)  
Phone: 713-546-6102

# Seminars

By Joe Britt, CPSM

## ISM Satellite Seminar: “Rails, Roads, Water and Air: Logistics, Inventory and Distribution”

As a supply management professional, you work diligently to acquire the best value in products and services for your organization. Critical elements of the total cost include the components of rail, road, air and water -- from mother earth through the supply chain to the final customer (and often back to mother earth).

This satellite seminar will provide the supply management professional with insight into logistics, inventory control and distribution policies and practices.

**When:** Thursday, April 22, 2010

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

**Time:** 9:00 a.m. – 1:30 p.m.  
(Arrive 8:15 a.m. for check in)

**No cost:** Free seminar

For details, see link for “[2009-2010 Seminars](#)” on our website, [www.napmhou.org](http://www.napmhou.org).

## Houston Food Bank Tour

By: Jonathan Heath – Career Services Chair

**What:** Plant Tour of the Houston Food Bank

**When:** **Friday, May 14th**

**Time:** Tour will begin at 3:00pm and will end approximately at 4:00pm. Please arrive at 2:45pm to ensure that we begin the tour on time. We will meet in the lobby of the building and Anya Gersib will be our tour guide.

**Where:** The Herzstein Center  
3811 Eastex Fwy Houston TX 77026

**Cost:** Free!

**Other Information:** This tour will be fascinating! Please join us for the tour to see how the Houston Food Bank receive, process and distribute more than 40 million pounds of food each year!

**Sign up for the tour:** Please contact: Jonathan Heath  
@ [napm.career.srvs@gmail.com](mailto:napm.career.srvs@gmail.com)

Please note tour is only available for thirty people, please sign up today.

## St. Arnold Brewing Company Tour

**What:** Plant Tour of the NEW Brewing facility

**When:** **Saturday, April 17th**

**Time:** Tour & tasting format is now an open house and will begin at 11:00am, please arrive at 10:40am.

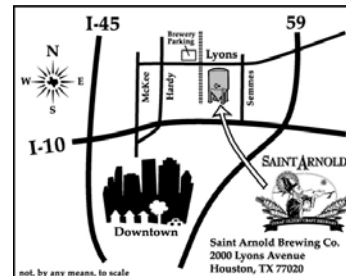
Guests will be admitted into the brewery between 11:00am and 2:00pm.

**Where:** 2000 Lyons Ave. Houston, TX 77020

**Cost:** \$7.00 (Will include souvenir tasting glass and 4 samples)

### Other Information:

- Reservations are NOT required.
- Admittance is on a first come first serve basis. If capacity is reached, people will have to wait outside until people leave
- You are welcome to bring snacks or a lunch
- All minors under the age of 21 must be accompanied by a parent or legal guardian.



## Career Services Seminar “Energize Your Job Search” Saturday, May 22<sup>nd</sup>

By: Jonathan Heath – Career Services Chair

Details regarding the event will be provided shortly.

## 2009 - 2010

### Supplier of the Year Awards

By: Sheila Smith, C.P.M., A.P.P. - Awards Committee Chair

Congratulations to each of the following for winning the prestigious 2009-2010 Supplier of the Year, Outside Salesperson and Inside Salesperson of the year awards.

Each recipient was presented a plaque at the March 9<sup>th</sup> General Meeting.

Nomination Certificates for Supplier of the Year were presented to Digitex, Mark Kinley and Ryerson - Robert Polosky. Thank you to our members who presented their nominations.

### 2010 Inside Salesperson of the Year



**April Jones**  
Tech Depot

### 2010 Outside Salesperson of the Year



**Tara Osborne**  
Hughes-Peters

### 2010 Supplier of the Year



**Salik Dalal**  
Axistrade Inc.

# NAPM - HOUSTON BUSINESS REPORT

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

Press Release

March 10, 2010

## EMPLOYMENT!

### Employment, Finished Goods Inventory and Major Purchase Prices UP!

The National Purchasing of Managers -- Houston reported this month that the Houston Purchasing Managers Index was **53.3** in February. The Houston area purchasing executives are indicating that economic activity in the Houston area continued to rise slightly in February for the eleventh consecutive month. This is the highest reading since May, 2009 when the PMI registered **39.0**. This increase, although only an increase of **.1** from January still indicates continued economic growth in our area.

The PMI, which indicates likely shifts in Production volume three or four months in advance, now shows a signal that production is continuing to move forward. The PMI has a possible range of 0 to 100. Reading's over 50 indicate production gains over the near term; readings below 50, show coming contraction. September was the Houston PMI's first month at or over 50.0 after ten consecutive months in negative territory. 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.)

The Houston PMI is based on eight components had five showing gains from January to February. The larger Increases were in Finished Goods Inventory, Prices Paid for Major Purchases and Employment. Lead time and Production had minimum gains. Sales Purchased Inventory and Purchases all fell over the month. Sales were the most significant decliner falling 9 points month over month.

The large increase in Employment indicates the area is starting to bring back workers, which is a large turn around from the last couple of months and good news for those looking for work. The Houston PMI has averaged **47.2** over the last twelve months. There has been an improvement of 37% since May, 2009.

#### Commodities in Short Supply:

Items in short supply: Nickel Flake (supplier's Canadian mining operation continues its strike), None noted, Standard lead times and availability from suppliers, Lots.... Semiconductors, connectors, Allocations, 4-1/2", 5-1/2", 9-5/8" casing, Wellheads & Trees.

#### Commodities UP in Price:

Zinc continues to inch up. Shrink wrap and plastic container products increased across the board as poly-resin rises. PTFE will rise after old stock is used up and is replenished with new. Cardboard stock increased 10% in February after suppliers were hit with a 12% increase, Gasoline, Titanium Pumps and Parts, Steel shapes; valves, Laboratory Equipment, Meats and Poultry are slightly up attributed to clean and/or bio-fuels competing for livestock feed (corn/grain products), Pulp market has stayed tight in January in North America supported by moderately improved paper demand and reduced pulp-supply due to mainly weather-related pulp production constraints. Paper industry remains subdued, Some Major manufactured goods – Turbine Parts, Linerboard and paperboard both rose officially and fairly strongly. Another industry increase has been announced on top of this latest one – TBD, Stainless & Carbon Steels, Steel is moving up, General maintenance services, Pipe, ERW Pipe is rising monthly due to longer lead times from coil suppliers.

#### Commodities DOWN in Price:

The prices we get for what we make & sell, thus reducing margins. Really, Laboratory Consumables, Some consumable supplies, Copper (until the Chilean earthquake), Computer equipment.

#### February 2010

	UP	SAME	DOWN	N/A
Sales	36%	36%	20%	7%
Production	27%	50%	7%	16%
Employment	16%	57%	27%	0%
Purchases	43%	39%	18%	0%
Prices Paid (Major Purchases)	30%	57%	14%	0%
Lead Times (from Sellers)	27%	59%	14%	0%
Purchased Inventory	23%	48%	11%	18%
Finished Goods Inventory	27%	34%	20%	18%

#### Index 2009 -2010 (9 months)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Sales	-22	-22	-5	5	9	11	19	25	16
Production	-12	-27	-15	-5	-2	-2	12	18	20
Employment	-32	-29	-27	-23	-16	-16	-21	-20	-11
Purchases	-20	-22	-22	2	0	4	2	27	25
Prices Paid (Major Purchases)	-24	-27	-22	-18	-24	-11	-7	7	16
Lead Times (from Sellers)	-22	-15	-10	-9	-9	0	0	7	14
Purchased Inventory	-17	-17	-22	-16	-13	-18	-19	18	11
Finished Goods Inventory	-12	-27	-24	-27	-27	-16	-7	-5	7

Note: Each monthly index was calculated by subtracting the "DOWN" percentage from the "UP" percentage. The indices are not seasonally adjusted.

	Mar09	Apr09	May09	Jun09	Jul09	Aug09	Sep09	Oct09	Nov09	Dec09	Jan10	Feb10
Composite PMI	39.0	40.9	41.9	43.5	43.8	46.8	50.0	50.6	51.2	51.9	53.2	53.3

The NAPM-Houston Business Report began publication in January 1995.

**Subscriptions to the report are available through NAPM-Houston.**

NAPM - Houston, Inc. is an affiliate of the Institute for Supply Management

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

**Address Service Requested**

## **April 2010 Dinner Menu**

Mixed Green Salad  
London Broil With Sherry Mushroom Sauce  
German Style Mashed Potatoes  
Steamed Vegetables  
Rolls with Whipped Butter  
German Chocolate Cake  
Iced tea and Coffee  
Vegetarian dinners available upon request.  
Please notify us at the time your reservations are made.  
You must request an alternate meal in advance.

### **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.