

UPCOMING EVENTS

February

- 9th **NAPM-Houston Dinner Meeting**
11th **ISM Satellite Seminar "Talent and Career Management for Supply Professionals"**

March

- 9th **NAPM-Houston Supplier Expo**
18th **Power Interview Seminar**
25 - 27th **CPSM Bridge Review and CPSM Regular Review**

Check out the details for all events

www.napmhou.org

February 9th General Meeting

"Perspectives on Supplier Diversity" Panel Discussion

Our panelists will include **Richard Huebner, Marian Nimon, Jewel Smith and Fritz Valsaint**

Richard A. Huebner is President of the Houston Minority Supplier Development Council, one of 39 affiliates of the National Minority Supplier Development Council. Richard will act as moderator.

Marian Nimon, M.B.A., C. P.M. is employed with The University of Texas M. D. Anderson Cancer Center in Supply Chain Services as the Associate Director, HUB and Federal Small Business Program. Marian has a recent M.B.A. from the University of Phoenix and received her Bachelors Degree from Cleveland State University. Marian has over 25 years of experience in supply chain management.

Jewel Smith is Manager of Supplier Diversity for CenterPoint Energy Inc., is responsible for providing strategic guidance towards enhancing the company's supplier diversity initiatives as well as directing the integration of supplier diversity into the company's overall corporate strategy and culture. Jewel is responsible for designing and implementing processes and procedures to grow minority and women-owned business relationships and opportunities at CenterPoint Energy.

Fritz Valsaint serves as a Supplier Diversity Coordinator for UPS, the world's largest package distribution company and a global leader in supply chain services. Prior to his current position, Fritz served as a Commodity Manager for UPS procuring various commodities totaling approximately \$100 million annually.

Full panelist biographies can be found at www.napmhou.org/201002speakerBios.htm

Pre-Meeting:

"Why My Company Should Start a Supplier Diversity Program" presented by Teena Bell and Layle McKelvey, two experienced supplier diversity champions as well as Ed Ryland, who is a small business owner.

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

Please RVSP for dinner meeting by Thursday, February 4th by 5pm at napmhou@earthlink.net to reserve your seat

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Call for Nominations

It's again the time of year to seek recognition of leadership within the association. We welcome members to identify future leaders of our association by nominating candidates for the positions of Vice President and Local Director. Nominations for the Vice President and Local Director positions should have committee/board experience. This recognition is accomplished by the Call for Nominations. To make a nomination, please contact Gail Fuselier at 832-486-4978 or mfuseli@citgo.com.

Annually we also recognize exemplary performance with awards for Boss of the Year, Supplier of the Year and the prestigious James O. Cox Award.

Boss of the Year - The Boss of the Year Award identifies a nominee who has demonstrated outstanding support in the area of career development.

Supplier of the Year/Outside Sales Person of the Year/ Inside Sales Person of the Year – These awards acknowledge service above and beyond what is normally expected of a supplier with emphasis on product or process improvements, with demonstrated cost savings.

James O. Cox Award - recognizes long standing affiliate members who continue volunteerism helping operate our organization while demonstrating superior leadership and managerial capabilities in achieving their assigned tasks. The Cox award recognizes members who have performed exceptional service to NAPM-Houston exemplifying true professionalism both on the job and within the community.

- Call for Nominations: Boss of the Year – Closed 1/29/10
- Call for Nominations: Supplier Awards – Closes 2/19/10
- Call for Nominations: Vice President & Local Director – Closes 2/12/10
- Call for Nominations" James O. Cox Award – Closes 4/13/10

Did you also know you could nominate a fellow member for a Certificate of Appreciation? Nominations may be presented to any member of the Board of Directors or Committee Chairs throughout the year. The Awards Chair, along with the committee, reviews the nominations. Remember this is not a nomination for an award, but rather a way to express both our recognition and gratitude to Companies, Members, Suppliers, etc., for their dedicated and tireless service to NAPM-Houston, Inc.

In addition to recognition at the Affiliate level, ISM honors members who go beyond the regular scope of work to make outstanding contributions to ISM and the profession. The ISM Persons of the Year Awards include:

- Education/Learning Person of the Year
- Innovation/Creativity Person of the Year
- Leadership Person of the Year
- Marketing/Communicating Person of the Year
- Volunteer Person of the Year

ISM's Affiliate Excellence Awards recognize those affiliates 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 the Institute for Supply Management™ and the supply management profession. **(cont'd on page 3)**

(President's Message – cont'd from page 2)

ISM's Affiliate Excellence Award encourages the Affiliate to have a Marketing Plan, Education Plan, Membership Plan, Strategic Houston's Strategic Plan and Vision are located on the NAPM-Houston website. We encourage all members to participate in the nomination process. Leadership recognition is important to the development and formulation of the future leadership of our association.

Kim Wren, A.P.P.

President, NAPM - Houston, Inc.

kim.wren@amegybank.com, (713) 232-2134

Call for Nominations NAPM-Houston Election of Officers

By: Gail Fuselier - Immediate Past President

The first quarter of each calendar year, NAPM Houston holds its annual election of officers to serve on the Board of Directors. These positions are nominated and filled by volunteers from the regular membership of our Association. This year we will elect our next Vice President and one Local Director. Their terms of office will begin June 1, 2010.

The Vice President's position is a three year Executive Board commitment. The first year is served as the Vice President, the second year is our President and the third year is our Immediate Past President. This three year commitment allows continuity for the Associations leadership.

The Local Director position is a two year commitment. Local Director's oversee several committees or buyers groups and function as the voice of our membership at the board 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 one year.
- *Frequent attendance to regular meetings
- *Participated in at least one committee.

Nominations will close February 12, 2010. To nominate one of your peers please contact me directly at 832-486-4978 or mfuseli@citgo.com.

ISM Requirements for Affiliates Using the ISM Name

By Sharon Malkovicz, C.P.M.

It is imperative for our association's growth that our affiliate name recognition reflect today's business environment and current terminology. In this continuing article from last month's article regarding our affiliate name change, ISM's requirements are detailed for your review. NAPM-Houston must meet the following requirements in order to move forward with changing our name to ISM-Houston:

1. Affiliate bylaws are in compliance with *ISM Bylaws*.
2. Articles of Incorporation from the state showing the affiliate's name was legally changed to the ISM-Houston.
3. A Three-Year Business Plan encompassing the following elements: a mission and /or vision

statement, a strategic plan, a marketing plan, leadership, membership, education and a financial plan.

The Ad Hoc committee's review of ISM's requirements indicates the name change process would strengthen NAPM-Houston's Policies and Procedures. NAPM-Houston's Board has developed and implemented a Mission Statement, a Strategic Plan and Marketing Plan. While NAPM-Houston currently has a yearly zero-based budget, yearly leadership, membership and educational plans in place, expanding our range to look forward 2 years will provide future presidents the building blocks and business continuity needed to grow our affiliate through economic growth and downturn.

Our Affiliate Mission Statement is as follows: "NAPM-Houston's mission is to provide educational programs that enhance the standing of the Supply Management professional in the community and develop the professional and personal skills of its members."

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

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:

- a) Demonstrated leadership and managerial capabilities
- b) Performed their assigned tasks
- c) 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 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.

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

NAPM - Houston, Inc.
2009 - 2010 Boss of the Year Award
Extended Deadline * January 29

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

It is that time of year again to start thinking about the upcoming Boss of the Year Award.

Each year in January; NAPM - Houston members are encouraged to make a nomination for their boss to be the NAPM- Houston, Inc. Boss of the Year.

The Boss of the Year Award will be presented February 9, 2010. The deadline for nominations will be Friday, January 29, 2010.

Forms are available at the following link:
<http://www.napmhou.org/AwardsCommittee.htm> .

Please contact Sheila Smith at Ph. 281-403-8613 * Fax 281-403-8646 or e-mail ssmith@missouricitytx.gov

NAPM - Houston, Inc.
2009 - 2010 Suppliers of the Year Awards
Nominations Deadline February 19

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

Each year in NAPM-Houston, Inc. 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 an Outside Salesperson of the Year.

A nomination for all three categories is not necessary, but greatly appreciated.

In March, NAPM - Houston, Inc. recognizes the Suppliers who have performed well in their realm of duties as a Supplier and should be recognized and appreciated for their efforts. These awards are presented during the Supplier Expo at our March 9, 2010 General meeting.

The deadline for nominations is Friday, February 19, 2010.

Forms are available at the following link:
<http://www.napmhou.org/AwardsCommittee.htm> and can be submitted anytime.

Please contact Sheila Smith at Ph. 281-403-8613 * Fax 281-403-8646 or e-mail ssmith@missouricitytx.gov

February is Supplier Diversity Month
at NAPM-Houston

By: Carol Montgomery - Chairman

Our pre-meeting topic is "Why My Company Should Start a Supplier Diversity Program" presented by Teena Bell and Layle McKelvey, two experienced supplier diversity champions as well as Ed Ryland, who is a small business owner.

The topic for the dinner meeting is "Perspectives on Supplier Diversity".

Our panelists will include Jewel Smith, Supplier Diversity Manager at CenterPoint Energy corporate enterprise, Marian Nimon, Associate Director, HUB and Federal Small Business Programs at M.D. Anderson Cancer Center addressing government programs, Fritz Valsaint from UPS corporate marketing and a member of the Mayor's office. Dick Huebner, President of the Houston Minority Supplier Diversity Council will act as moderator.

So, make your reservations early! You won't want to miss it!

Health Care Buyers Group

By: Steve Saunders, M.Ed., M.B.A., C.P.M

The Healthcare Buyers group will have a presentation on Sustainability and Green Development from a supply chain perspective on Friday, February 26th, from 12:00 p.m. to 1:00 p.m. This meeting will be hosted by M.D. Anderson Cancer Center, located at 1020 Holcombe Blvd., Suite 1450, Houston, Texas.

Please call Steve Saunders, Healthcare Buyers Group Chair, if you have any questions. Steve's telephone number is 713/745-8317. Please note, continuing education units will not be offered.

News & Notes

By: Jo Ann Prazak, C.P.M. - Vice President

Best wishes for quick recovery for Jackie Milhoan who had knee surgery recently.

If you have any News or /Notes please contact Jo Ann Prazak, C.P.M. - Vice President
 Phone (281) 423.0343 or e-mail
JoAnn.Prazak@SwiftEnergy.com

Seminars

By Joe Britt, CPSM

ISM Satellite Seminar: “Talent and Career Management for Supply Professionals”

Challenging economic conditions and uncertainty are reshaping the face of the job market and raising concerns for many workers around the globe. Supply management organizations are working to ensure that they are staffed with individuals who have the requisite competencies to meet their needs. Supply professionals are searching to find and retain positions that provide job satisfaction and career advancement. This satellite seminar will explore the talent management, career management, succession planning and other human resource challenges in today's supply management arena.

When: Thursday, February 11, 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.

March 2010 CPSM Bridge Review and CPSM Regular Review

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

When: Thursday, March 25 (Bridge only) – Friday and Saturday (Regular), March 26-27, 2010

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

Time: 8:00 a.m. – 5:00 p.m.

Registration fees and deadline:

Bridge - \$180 and Regular - \$180/day or \$285/both days (includes materials, continental breakfast, and lunch) by Friday, March 19, 2010.

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

March 18, 2010

Power Interview Seminar

By: Jonathan Heath – Career Services Chairman

Presenter: Jackie Abrams

When: Thursday, March 18, 2010

Where: Sheraton Brookhollow Hotel

Time: 6:00 pm - 8:00 pm

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.

Professional Development Committee

By: Joseph R. Britt, CPSM

Certification recipients

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

Chris Guthrie, C.P.M. – December 22, 2009

Tommy Yang, C.P.M. – January 7, 2010

Chris Schwark, C.P.M. – January 8, 2010

Brandon Bontrager, C.P.M. – January 13, 2010

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

By: Gail Fuselier – Immediate Past President

Joe Abraham	Deborah Keller
Janis Anderson	Lloyd King
Arnold Aponte	Tanmoy Kumar
Donald Bolton	Monique Lejeune
Summer Camp	Kathy Limper
Jesus Cardena Jr	William H Long
Mario Carmona	Layle O Mckelvey
Elizabeth Chmiel	Heidi McKnight
Richard Chong	Ziba Mehra
Dan Collins	Melissa Mundorff-Johnson
Tim Cronin	Franc Orgor
Sadik Dalal	Gretchen Peak
Roger Edwards	Steven J. Phelps
Preston M. Finch C.P.M.	Samuel Pinzon
James A Fleming	Sid Rao
Kristin Fye	Brian Regier
Andre' Gafford	John Stagg
Maria Gabriela Gonzalez	J Chole Stauffer
Eleazer Guillen	Jason Stroud
Seph Harris	Llona Thompson
Robert Holly	Tammy Viera
Ashley Jones	The Vu
Joe Kanouff	Larry Weiler
Karetha Foster	Brad White

Welcome new Student Members!

Dustin Kieschnick
Cuper Cantu
Pei-Yao Sun
Jennifer Marie Williams

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

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

Phone: 713-546-6102

Save the Date!

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

Mark your calendars as you won't want to miss one of the most exciting general meetings of the year! NAPM-Houston's annual Supplier Expo featuring 30 or so vendors will be on Tuesday, March 9, 2010. Come early to visit the expo.

Visiting the expo exhibitors enables you to participate in the door prize drawings. Doors open at 4:30 p.m. The show hours are from 4:30 p.m. - 6:00 p.m. prior to dinner. The evening wraps up around 8:00 p.m. You may recommend suppliers whom you wish to refer for invitation. Contact the Supplier Expo chair Teena Bell at teenabell@juno.com or (281) 435-3817.

The registration form is also available on the NAPM Houston Website,

http://www.napmhou.org/2010SupplierExpo_RegForm.doc

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

January 2010

ECONOMY GROWTH SLOW Production and Sales on Rise!

The Houston Purchasing Managers Index was **51.9** in December. Economic activity in the Houston area continued to expand in December for the ninth consecutive month since April say the Houston area purchasing executives in the latest NAPM - Houston Business Report. This is the highest reading since May, 2009 when it registered **39.0**. This increase heightens confidence in near term Economic growth.

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 largest change among the eight components in December from November was in Production at 12, which continued to improve since the low of -27 in July. That was a 14 point improvement from just last month index of -2.

Sales PMI Index registered 19 in December, 8 points higher than the 11 posted in November. The industry recorded growth in new orders in December. Prices Paid (Major purchases) Index was up 4 points to -7 from -11 last month, but well above the low reading in July, 2009 of -27. The Employment PMI Index was -21 down from -16 in December. This reflects continuing layoffs and staff reductions. Since this is usually a lagging indicator we may not see any improvement in this category for a while. Purchases fell to 2 from 4 in December, but that is not enough to be very concerned about since Finished Goods Inventories, which have been -27 for the last several months increased to -16 last month and -7 this reporting period. So it looks like they are building inventory for the hoped improved economy. Purchased Inventory a components of the PMI for which declines represent *good news*, had a slight 1% increase to help the PMI Improvement.

The Houston PMI has fallen sharply over the past 12 months. In May and June last year, it posted readings above 60, a level that represents an extremely positive outlook for regional production. Before turning negative last November, the Houston PMI posted 58 consecutive months of positive readings that averaged **48.3** for the past seven months. In contrast, the Houston PMI has averaged **44.9** over the last twelve months. The recent improvements of PMI components have finally taken us out of negative territory, indicating an improvement in the Houston economic picture. The rate at which regional performance declines should taper, but it definitely appears Houston has started to rebound from the worst of the economic condition.

Commodities in Short Supply:

HP Printers, Allocations ...Long Lead Times, NONE, Various printers and technology items, None, None.

Commodities UP in Price:

annual increase for medical/surgical supplies effective January 1, 2010, Lots of commodities... cardboard boxes, connectors, Semiconductors, connectors, wire.... What is not up?, Some prices going up on re-buys as vendors find out they under bid on the initial buy of fab and machined parts, NONE, Copper, zinc and 12-HSA continue to push upward. Petroleum based supplies e.g. shrink wrap will increase starting in January. Cardboard box prices pushing up without any justification in paper market, None.

Commodities DOWN in Price:

Computers & components, NONE, Forged Hooks, United Partial Service up 5.7%, 1. Most of the downward shift is because of economic efficiencies e.g. utilization of full truckloads, deadheads, quantity buys, and pro-active salesmen to "buy before the upcoming price increase". 2. "Spot buys" have offset some increases, None.

December 2009

	UP	SAME	DOWN	N/A
Sales	42%	28%	23%	7%
Production	26%	40%	14%	21%
Employment	9%	60%	30%	0%
Purchases	33%	37%	30%	0%
Prices Paid (Major Purchases)	12%	70%	19%	0%
Lead Times (from Sellers)	21%	58%	21%	0%
Purchased Inventory	5%	51%	23%	21%
Finished Goods Inventory	19%	37%	26%	19%

Index 2009 (9 months)

	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Sales	-13	-30	-22	-22	-5	5	9	11	19
Production	-20	-18	-12	-27	-15	-5	-2	-2	12
Employment	-43	-33	-32	-29	-27	-23	-16	-16	-21
Purchases	-38	-35	-20	-22	-22	2	0	4	2
Prices Paid (Major Purchases)	-48	-43	-24	-27	-22	-18	-24	-11	-7
Lead Times (from Sellers)	-33	-33	-22	-15	-10	-9	-9	0	0
Purchased Inventory	-15	-25	-17	-17	-22	-16	-13	-18	-19
Finished Goods Inventory	-18	-25	-12	-27	-24	-27	-27	-16	-7

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

	Jan09	Feb09	Mar09	Apr09	May09	Jun09	Jul09	Aug09	Sep09	Oct09	Nov09	Dec09
Composite PMI	39.6	39.6	39.0	40.9	41.9	43.5	43.8	46.8	50.0	50.6	51.2	51.9

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

February 2010 Dinner Menu

Garden Green Salad
BBQ Chicken Breast
Twice Baked Potatoes
Mixed Grilled Vegetables
Rolls with Whipped Butter
Carrot 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.