

UPCOMING EVENTS

June

8th NAPM-Houston Dinner Meeting and Installation of Officers

9th Healthcare Buyers Group Meeting

July

11th NAPM-Houston Dinner Meeting

Check out the details for all events

www.napmhou.org

Pre-Meeting:
Social Mixer

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 – Social Mixer
6:00 pm – Dinner
**6:30 pm – 90th Annual
Installation of Officers**

Emcee : Theresa Behenna

The Emcee (and Cruise Director for the evening) is Australian-born, Theresa Behenna. Theresa is an award winning speaker, internationally acclaimed piano entertainer and author. She is a professional member of the National Speakers Association where she won the John Wolfe Award for speaking excellence in 2007. She is a contributing author to the anthology "Rekindling the Human Spirit" and writes numerous articles, newsletters and blogs. Theresa resides here in Houston where she has yet to sound like a native Texan.

7:00 pm – Program
8:30 pm – Adjourn

June 8th General Meeting

By Mara Stanfield C.P.M.

90th Annual Installation of Officers 2010 - 2011 Program Year

"The 5 Best Decisions the Beatles Ever Made...and Why You Should Make Them Too!"



Speaker:
Bill Stainton

Emmy Award-winning TV producer, writer, and performer; an author; a business humorist; and an internationally-recognized Beatles expert.

Business the Beatles' way? Why not? We've learned the success secrets of everybody from Bart Simpson to Attila the Hun. So why not take a few tips from four of the most successful people in modern history? Beatle expert Bill Stainton says their success wasn't just a fortunate mix of genius and luck—it was a function of

conscious decisions.

This presentation focuses on five of those decisions—The 5 Best Decisions the Beatles Ever Made—covering areas from leadership to teamwork to managing change. So get ready to laugh, get ready to play, and get ready to learn. Here come the Beatles!

Bill Stainton is a multiple Emmy Award-winning TV producer, writer, and performer; an author; a business humorist; and an internationally-recognized Beatles expert. He blends the business smarts he learned from twenty years in corporate management with the show biz sparks he gleaned from working with people like Jerry Seinfeld, Ellen DeGeneres, and Jay Leno to create entertaining and enlightening presentations enjoyed by audiences around the world!

As the executive producer of Seattle's legendary comedy TV show, *Almost Live!*, Bill led a talented and highly creative team to unparalleled success: a #1 rating for ten straight years, and over 100 Emmy Awards (29 of which went to Bill). At the same time, he also owned his own corporate training company, authoring nine training programs in subjects ranging from Office Politics to Customer Service to Team Motivation

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PRESIDENT'S MESSAGE



I have always contemplated what I like best about travel. Is the planning for it, packing the bags, or the actual trip itself? This past year as Vice President has been filled with a similar anticipation. It's like getting ready for a trip of a lifetime, I have been imagining what destinations we will embark upon during the 2010-11 year. I've been packing thoughts and planning ideas

I have been fortunate to gather a fantastic group of people to serve on the board this year. They have inspired me. They have challenged my way of thinking about what NAPM-Houston, soon to be ISM-Houston, is all about. They are passionate about this organization and I believe their fervor is going to be contagious to the rest of us.

I wish I could somehow preserve the enthusiasm of those that attended the Affiliate Leadership Training in April. We had the opportunity to network with enthusiastic leadership of other affiliates. Networking is such an invaluable source. We learn from each other. We share successes and failures. Best of all, we connect. That's a major purpose of why NAPM-Houston exists.

Serving as president of this affiliate is truly an honor. I am humbled to be working with folks that desire only the best for this organization. I believe the membership will be surprised and pleased with the programs and formats we will be bringing to you this next year. So pack your bags – we've got new places to explore. There will be new sights and sounds and the thrill of new adventure. The journey begins.

NAPM-Houston Changing Its Name to ISM-Houston

By Sharon Malkovicz, C.P.M.

NAPM-Houston Board of Directors would like to thank our membership for approving the name change to ISM-Houston. Before our affiliate can officially change our name to ISM-Houston, we must complete all the ISM requirements which includes updating our policies and procedures, our bylaws, strategic plan and marketing plan. Once completed, the ISM board has to approve the name change and they meet only three times a year. After receiving ISM approval, the Ad Hoc committee must file the name change with the State of Texas.

I know we are all excited about the name change, but I think it will probably be April 2011 before we officially become ISM-Houston. The Ad Hoc committee will continue to publish articles in the newsletter about our progress

Membership Activities Committee

By: Filza Salim - Chair

At the May member meeting, MAC had a great turnout of people from the education and professional industry. The committee handed out information on ISM and many new members filled out their name badge order forms. Members also asked questions concerning CPSM and also about the local/ national conferences. Next steps involving planning for next year's activities and growing our current membership.

2010 Billie Jean Sommer Outstanding New Member Award

By: Sharon Malkovicz, C.P.M.

Filza Salim Named Billie Jean Sommer Outstanding New Member

The Billie Jean Sommer Outstanding New Member Award was established in 1988 to recognize an exemplary individual who has been a member of NAPM-Houston less than two years and has accepted and retained a committee position for a minimum of 6 months and performed in an exemplary manner. This award honors the memory of Billie Jean Sommer who was one of the first active women in our association, serving on the NAPM-Houston Board for numerous years. She was the second woman president of the association during 1990-91. Mrs. Sommer exemplified volunteerism and made significant contributions to the success of our affiliate.

Filza was originally born in Pakistan and moved to the United States at the age of 15. She attended the University of Texas and graduated in 2008 with a degree in Supply Chain Management and Marketing. Upon graduation, Filza joined Shell as a Global Analyst for the Market Intelligence Group in Shell Downstream where she researched and analyzed different market trends for the Environmental Services, Retail and Catalysts categories. Filza is currently an Inventory Analyst for one of Shell's largest refineries located in Deer Park, Texas where she is responsible for 20 thousand line items totaling \$50 million in inventory value. She has taken an active role within Shell for on-boarding new graduates, organizing team building activities and mentoring circles.

Filza was recruited by a fellow Shell Colleague to join NAPM-Houston in 2009. She immediately volunteered for, and was named Chair of the Membership Committee which is one of NAPM-Houston's Standing Committees and entitles her to be a voting member of NAPM-Houston's Board of Directors.

One of the first tasks given to Filza, was to update NAPM-Houston's New Member Orientation presentation. Being a new member herself, she was able to incorporate her views on the benefits of membership and provide additional insights to assist new NAPM-Houston members. This presentation has recently been presented to the Supply Management students at Texas A&M University as part of a plan to expand NAPM-Houston's involvement in establishing ISM Student Chapters at three local universities.

In addition to being named as Chair of the Membership Committee, Filza was asked to participate as a member of the ISM-Houston name change ad hoc committee. She is also working with next year's Board to bring a new social networking concept to NAPM- Houston.

We are very pleased and honored to present the 2010 Billie Jean Sommer Outstanding New Member Award to Filza Salim of Shell Oil.

Congratulations on your Tenures!

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

5 Year

Norman Ho
Hattie Cataldie

Professional Development Committee

By: Joseph R. Britt, CPSM

Certification recipients

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

Johnny Velasquez, CPSM - April 14, 2010

James Ferrell, CPSM - May 5, 2010

NAPM – Houston, Inc. Welcomes Our Newest Members

By: Gail Fuselier – Immediate Past President

Please join me in welcoming our new Members approved in May

George Adams
Alejandro Barrella
Kenneth Jason Burgess
Lisa Clements
Jaime Germany
Mark Mannix
Marvin Miller

James Poepsel, C.P.M.
Robert L. Roeder
Michael Stasser, C.P.M.
Dale L Tibodeau
Brian Vogal
Calvin Wells
Sameer Yousef

News & Notes:

By: Jo Ann Prazak, C.P.M.

Sympathy

Our heartfelt sympathy is extended to long time NAPM-Houston member, Art Blevins and family in the passing of his wife, Kay, on May 15th.

Congratulations

Congratulations to Gary Lyon, C.P.M. on his recent employment as Senior Buyer with DCP Midstream!

If you have news and notes for the newsletter, send them to Joe Britt, CPSM

P: 713.669.5384 / F: 713.669.5295

jbritt@Neighborhood-Centers.org

Congratulations on Perfect Attendance for 2009-2010!

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

Sarah Ansley, C.P.M.
Yolanda Barraza
Rose Berberian, MBA, CPSM
Sharon Brauner, C.P.M.
Joe Britt, CPSM
Christina "Christy" L. Cox
Carleen Glasgow
Leonard Loria
James Mensik
Carol Montgomery

Gerald "Jerry" Prante, C.P.M.
Jo Ann Prazak, C.P.M.
Kathy Silverberg, C.P.M.
Dwayne Smith, C.P.M.
Sheila A. Smith, C.P.M., A.P.P.
Brett Telford
Mike Valant, C.P.M., A.P.P.
Edward Wahowski
Camillia Ward
Kim Wren, A.P.P.

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

May 10, 2010

Sales Coming Back!

Purchases and Prices Paid (Major Purchases) Leading Indicators!

The National Purchasing of Managers -- Houston reported this month that the Houston Purchasing Managers Index was **58.1** in April. The Houston area Purchasing Executives reported that economic activity in the Houston area continued to improve in April for the thirteenth consecutive month. This is the highest reading since March, 2009 when the PMI registered **39.0**. This increase is a continuing indication that economic growth is improving 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, 2009 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 which is based on eight components had all eight reporting gains during April. The leading indicators were in Purchases and Prices Paid (Major Purchases) at 28 PMI. Sales were at 23 and actually a 12 point increase from March. Production increased to 26, while Lead Times moved from 16 to 23. Purchased Inventory 0 and Finished Goods Inventory -9 both fell. These categories are a reverse indicator where down is good.

The increase in Employment to 0 indicates that most of our respondent's are 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 **50.0** over the last twelve months. There has been an improvement in the PMI number of 49% since March, 2009.

The National Association of Purchasing Management - Houston has published the Houston Purchasing Managers Index monthly since January, 1995 as a service to its members and the wider Houston business community.

Commodities in Short Supply:

No problem with backorders at this time, Castings, Forgings, Nickel Flake continues to haunt production as supplier's Canadian mining operation continues its strike, items that require high labor content, In US oil onshore oil producing areas there are some shortages of personnel and equipment.

Commodities UP in Price:

Gasoline, Chemical, Rubber goods, Bar, Petroleum based products after moving upward the last two months have started to flatten out the latter part of this month as the barrel hovers between \$80-85, Steel prices are tending up, most all components are having increased pricing, Labor, fuel and any oil based product (poly: stretch wrap, bags), Linerboard and all carton board/paper substrates here have gone again, Paper products are increasing in price.

Commodities DOWN in Price:

Computer equipment, Copper has flattened and slipped during this month, Zinc and zinc products have shown a downward trend for the last two months, None.

April 2010

	UP	SAME	DOWN	N/A
Sales	37%	42%	14%	7%
Production	33%	47%	7%	14%
Employment	19%	63%	19%	0%
Purchases	40%	49%	12%	0%
Prices Paid (Major Purchases)	35%	58%	7%	0%
Lead Times (from Sellers)	30%	63%	7%	0%
Purchased Inventory	9%	63%	9%	19%
Finished Goods Inventory	12%	49%	21%	19%

Index 2009 -2010 (9 months)

	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR
Sales	-5	5	9	11	19	25	16	11	23
Production	-15	-5	-2	-2	12	18	20	20	26
Employment	-27	-23	-16	-16	-21	-20	-11	-2	0
Purchases	-22	2	0	4	2	27	25	27	28
Prices Paid (Major Purchases)	-22	-18	-24	-11	-7	7	16	18	28
Lead Times (from Sellers)	-10	-9	-9	0	0	7	14	16	23
Purchased Inventory	-22	-16	-13	-18	-19	18	11	7	0
Finished Goods Inventory	-24	-27	-27	-16	-7	-5	7	-7	-9

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

	May09	Jun09	Jul09	Aug09	Sep09	Oct09	Nov09	Dec09	Jan10	Feb10	Mar10	Apr10
Composite PMI	41.9	43.5	43.8	46.8	50.0	50.6	51.2	51.9	53.2	53.3	55.3	58.1

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

Subscriptions to the report are available through NAPM-Houston.

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Healthcare Buyers Group Meeting * Free!

By: Abi Smith - U.T. M.D. Anderson Cancer Center

Title: Healthcare reform and its potential impact on procurement of goods and services.

Who: Presented By: Leonard Zwelling,
Professor of Experimental Therapeutics,
M.D. Anderson Cancer Center

When: Wednesday, June 9th
From 12:00 p.m. to 1:00 p.m.

Where: 1020 Holcomb Blvd., Suite 1450
Houston, Texas 77230

Contact: Steve Saunders if you wish to attend. 713/745-8317 ssaunders@mdanderson.org

Dr.Zwelling worked in Washington D.C. in 2009 with various Congressmen, Senators and other Washington insiders studying how congress could address health reform and potentially craft policies in the United States.

Parking is free for one (1) hour behind the Bank of America Bank Building. You can also park in the parking garage for six dollars (\$6.00) for the day. Please note, no continuing educational units will be offered. Please select the vote button on the menu bar if you plan on attending this event.

June 2010 Dinner Menu

Tropical Fruit Salad:

Bib Lettuce with Sliced Pears, Ripe Strawberries,
Feta Cheese and Spiced Walnuts, Served With
Raspberry Vinaigrette

Red Snapper Topped With Citrus Beurre Blanc Sauce,
Served With Rice And Seasonal Vegetables

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.