

UPCOMING EVENTS

March

- 9th NAPM-Houston Supplier Expo & Dinner Meeting
18th APICS-Houston Chapter Meeting
25 - 27th CPSM Bridge Review and CPSM Regular Review
30th Business Roundtable at Texas A&M University

April

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

Check out the details for all events

www.napmhou.org

March 9th General Meeting

By Mara Stanfield C.P.M.

“Knowledge Management: A Market Intelligence Perspective”

Speaker:

Dian L. Chu, MBA, C.P.M.
Chartered Economist
Market Intelligence Specialist
Marathon Oil Corp

Topic Outline:

- Marathon Oil Overview
- Market Intelligence (MI) Framework
- Market Intelligence & Knowledge Management (KM) Modes & Cycle
- Critical Success Factors
- KM @ Marathon



Dian L. Chu, MBA, C.P.M., is a Chartered Economist, Market Intelligence Specialist at Marathon Oil Corp. with extensive professional experience in financial analysis, supply chain management and market forecasting.

Pre-Meeting:

“Supplier Expo”

Location:

**Sheraton Houston
Brookhollow Hotel**
3000 North Loop West,
Houston, Texas 77092

Cost:

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

When:

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

Don't Miss the Supplier Expo!

NAPM-Houston invites you to attend the **Annual Supplier Expo** held in conjunction with NAPM-Houston's March 9, 2010 dinner meeting.

The Supplier Expo begins at 4:30 pm.

What is the Supplier Expo? It is an opportunity to network with industry procurement professionals.

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PRESIDENT'S MESSAGE



March is Supply Management Month. NAPM Houston will celebrate the local and worldwide importance of the supply management profession during 2010 Supply Management Month. Each March, NAPM Houston, joins with other supply management associations worldwide to highlight influential role supply professionals holistically contribute across all business sectors.

Supply management professionals commit to the quality, efficiency, and profitability of small and large organizations as well as businesses in public and private sectors across the country. As such, we directly influence the U.S. economy through managing and monitoring billions of dollars worth of goods and services every year, which directly influences the U.S. economy.

NAPM Houston is an independent affiliate of the world's first and largest supply management institute, the Institute for Supply Management™ (ISM). NAPM Houston is a not-for-profit association representing 1,015 supply management professionals across a wide-range of industry including manufacturing, healthcare, government, educational, institutional and service organizations throughout the Houston area.

In recognition of Supply Management Month, NAPM Houston will host our March 2010 Supplier Expo at 4:30 just prior to the March 9th general meeting. We will also be recognizing our 2010 Supplier of the Year award winners.

Supplier sponsorship is critical in helping us achieve our mission of providing continuing education and development opportunities of the supply chain professional through training programs, seminars, workshops and speakers on a local level. Please show your support of our organization and support our sponsoring trade fair exhibitors.

You have my personal invitation to join me at 4:30 on March 9th to meet the various vendors and manufactures and learn more about their services and projects. Invite your boss and co-workers to join us. This is a great networking event with your peers, a chance to source some new suppliers, and you may even win a door prize! We are proud of what we do and need to share that pride. Come out and join us for an opportunity-filled, fun evening!

2009 - 2010 Boss of the Year

By Sheila Smith, C.P.M. – Awards Chairman



Congratulations to **Mr. Ron Marshall of Enterprise Products Company** for being named the 2009 - 2010 "Boss of the Year". The Boss of the Year plaque was presented to Ron at the General Meeting in February.

In addition, Jacklyon Edwards of Aramco Services Company and John Joshua of University of Texas Systems Supply Chain Alliance also received nominations.

To all of the nominees for 2010 – Congratulations!

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.

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:

- 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 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 a few minutes to recognize the outstanding member for the year.

Thanks, Mike Valant, C.P.M.

Supplier Diversity February General Meeting

By: Geri Shelton - Supplier Diversity Committee



Mayor Anise Parker

kicked off the annual Supplier Diversity Month dinner meeting with profound insights about past, present, planned and potential advantages and challenges of intentional supplier diversity advancement relative the economic health of the

City of Houston and its surrounding communities. She likened her respect and support for robust supplier diversity programs to her dedication and commitment for "Hire Houston 1st" because both empower many dollars spent by our local communities to re-circulate many times within our local communities. Mayor Parker's remarks energized the room and set a dynamic stage for Houston Minority Supplier Development Council Executive Director Dick Huebner to engage meeting attendees with a diverse panel of professionals experienced in successfully launching and leading supplier diversity programs that currently realize substantial returns on investment.

Prior to the dinner meeting, the NAPM Supplier Diversity Group engaged a room-capacity filled pre-meeting discussion with practical responses to "Why My Company Should Start a Supplier Diversity Program." The Group now encourages members/guests to share feedback on the website about this year's presentations that may be helpful with plans for 2011 Supplier Diversity Month presentations.

Houston Food Bank Tour Friday, May 14th

By: Jonathan Heath – Career Services Chair

More information coming soon!

Seminars

By Joe Britt, CPSM

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.

Business Roundtable at Texas A&M University

We will be presenting an overview of N.A.P.M. – Houston to the students of Texas A&M University. In addition, our affiliate-member panelists will be discussing individual career experiences in relation to the field of supply management.

If you would like to join us for the event, please contact Joe Britt at jbritt@neighborhood-centers.org.

When: Tuesday, March 30, 2010

Location: Texas A&M University
in College Station, Texas

Time: 7:00 p.m. – 8:30 p.m.
(We will depart Houston at approximately 4:30 p.m. and return immediately after the event)



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 March 9, April 13 or May 11. *Thank you!*

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!!

The Vu, CPSM – January 21, 2010

James Blunt, C.P.M. – February 3, 2010

Kay Peavy, C.P.M. – February 3, 2010

Dwayne Bourque, Lifetime C.P.M. – February 3, 2010

Guy Humphrey, Lifetime C.P.M. – February 4, 2010

Kendra Cook, C.P.M. – February 11, 2010

Robert Goss, CPSM – February 11, 2010

Mohammed Shafique, Lifetime C.P.M. – Feb 11, 2010

NAPM – Houston, Inc. Welcomes Our Newest Members

By: Gail Fuselier – Immediate Past President

Roberto Aberle	Jonathan Golden
Christi Bodin	Maria Gonzalez
Denise Bruno	Peter Grisanti
Nadia Carrasco de Parra	Michael Jadick
Roy Castleberry	Craig G. Keller
Kathryn Chambliss, C.P.M.	Andrew E Louden, C.P.M.
Cherie L. Chaney, C.P.M.	Charlita Marrs
Carlton Cooper	Gary R. Miklos, CPSM
Michael Faison C.P.M.	Carol Montgomery
Stacy Fitzgerald	Robert Morgan
James Foster	Murray Sanderford
Ajay Gandhi	Allan Tricoff
Phillip George	Michael YiFrach

Congratulations on your Tenures!

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

20 Years

Kevin L. Youngblood, C.P.M.
Edward M. Wahowski

10 Year

Alan Halperin

5 Year

Madhav Pappu
Weihua Wang, CPSM
Sarepta A. Ridgeway, CPSM, C.P.M.
Patrick D. Thrash
Dora Carter
Michael Jones
Jerry R. Rhoads, C.P.M.
Bambi N. Truitt
Fred Wich

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

Or just follow the link:

<http://www.napmhou.org/2010SpecialActivitiesCommittee.htm>

Where you will find the Players and Sponsors
Registration Forms

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

Career Services Seminar “Energize Your Job Search”

Saturday, May 22

By: Jonathan Heath – Career Services Chair

Details regarding the event will be provided shortly.

APICS : Houston Chapter Meeting March 18, 2010

The Association for Operations Management

By: Jonathan Heath – Career Services Chair

The Houston chapter of APICS has invited NAPM Houston to attend their March 18, 2010 meeting featuring Judge Edward E. Emmett presenting "**The changing face of Supply Chain, Operations Management and Logistics in the Emergency Management of Harris County**"



Edward M. Emmett became Harris County Judge on March 6, 2007, following Robert Eckels' resignation. Voters later elected Judge Emmett in his own right on Nov. 4, 2008.

A member of the Texas House of Representatives from 1979 to 1987, Judge Emmett was chairman of the Committee on Energy, a member of the Transportation Committee, and represented the state on numerous

national committees relating to energy and transportation policy.

In 1989, President George H. W. Bush nominated Emmett as a Commissioner at the Interstate Commerce Commission. After being confirmed unanimously by the United States Senate, Judge Emmett served on the commission for three years.

Judge Emmett went on to found The Emmett Company, a multi-faceted international consulting and marketing firm serving the transportation industry. His previous experience also includes acting as president and chief operating officer of the National Industrial Transportation League. With a wide breadth of experience in transportation and logistics policy, Judge Emmett has been asked to speak at transportation conferences and meetings across the United States and in 15 countries. He was named one of the Top 20 Logistics Professionals by the Logistics Forum in 2003, and the Transportation Clubs International gave him its "Transportation Person of the Year" award in 2005.

As county judge, Judge Emmett also is director of Harris County's Office of Homeland Security and Emergency Management, a role that took on special significance when Hurricane Ike struck the Gulf Coast in September 2008. Judge Emmett was widely praised locally and nationally for his calm leadership during and after Ike's devastating landfall.

Judge Emmett has won numerous awards during his tenure as chief executive of the nation's third-largest county, including most recently: the 2009 Distinguished Public Service Award from the LBJ School of Public Affairs at the University of Texas; the 2008 Presidential "Call to Service Award" from President George W. Bush; the 2008 Distinguished Leader Award from Leadership Houston; the 2008 Weather Hero from the John C. Freeman Weather Museum and the 2007 Greater Houston-Galveston Anchor Award for Excellence in Transportation.

Judge Emmett also serves on numerous boards and committees, including acting as chairman of the Harris County Juvenile Board and the Juvenile Detention Alternatives

Initiative Executive Steering Committee. He also is a board member of: the Joint City-County Commission on Children; the Tejano Center for Community Concerns; the Houston-Galveston Area Council; the Houston-Galveston Area Council Transportation Policy Council; and the American Society of Transportation and Logistics.

Judge Emmett attended Bellaire High School. He graduated from Rice University in 1971 with a Bachelor of Arts degree in Economics and from the University of Texas at Austin in 1974 with a Master of Public Affairs degree.

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)

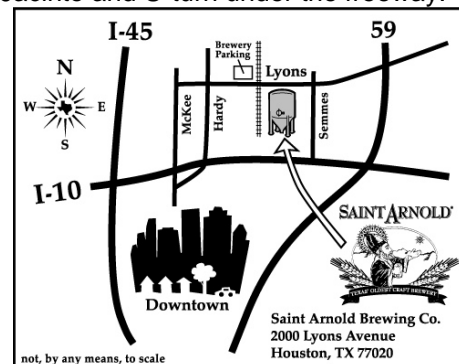
Other Information:

- 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.

Directions to the Lyons Ave. location

The building is accessible from every direction:

- From the Westside, take I-10 east to the Hardy/McKee/Nance exit.
- From I-45 (both directions), exit to I-10 east, then immediately take the Hardy/McKee/Nance exit.
- From 59, take Lyons exit, then head west on Lyons Ave.
- From the eastside, take I-10 west and exit San Jacinto and U-turn under the freeway.



NAPM - HOUSTON BUSINESS REPORT

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

Press Release

February 2010

SLOW ECONOMY GROWTH CONTINUES

Purchased Inventory, Purchase and Prices Paid All UP!

The Houston Purchasing Managers Index was **53.2** in January. The Houston area purchasing executives report that economic activity in the Houston area continued to expand in January for the tenth consecutive month in the latest NAPM – Houston PMI Business Report. This is the highest reading since May, 2009 when it registered **39.0**. This increase heightens confidence in Houston's 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 January from December was the Purchased Inventory at 18, which improved 37 points since last month and from the low of -25 in May. That was a 35 point improvement in eight months.

The Purchases PMI Index registered 27 in January, 25 points higher than the 2 posted in December. Prices Paid (Major purchases) Index was up 14 points to +7 from -7 last month, but well above the low reading in April, 2009 of -48. The Sales PMI Index was 25 up from 19 in December. This is a good signal of improved confidence in the economy. Production was up 6 Index points to 18. This activity supported the increase in Inventories. Employment remained basically the same at -20 only improving by 1 point. Since this is usually a lagging indicator we may not see any significant improvement in this category for a while. Lead Times were up to 7 from 0 in December. That is an indication again of future improvement. This indicator had been as low as -43 in March and been flat for a couple of months. Finished goods only improved from -7 to -5 in January.

The Houston PMI had fallen sharply over the past 12 months. In May and June, 2008, it posted readings above 60, a level that represents an extremely positive outlook for regional production. Before turning negative last November, 2008 the Houston PMI posted 58 consecutive months of positive readings that averaged **49.6** for the past seven months. In contrast, the Houston PMI has averaged **46.0** over the last twelve months. There has been an average improvement of 40 points since May, 2009. The recent improvement of PMI components has 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 is rebounding from the worst of the economic condition.

Commodities in Short Supply:

No shortage experienced this month, Lots.... Semiconductors, connectors, Electronic Components due to increased demand and reduced world wide manufacturing capacity, Allocations, Material constraints due to industry under forecasting and under producing, Lead times for PCB increasing due to supplier capacity, Manpower, Services are in short supply in some areas and not in others, Nickel Flake.

Commodities UP in Price:

Increase in contracted Medical/Surgical supplies in January, Temporary staffing services, Carbon steel, titanium, items purchased from overseas due to U.S. Dollar devaluation, Stainless & Carbon Steels are gradually increasing, Paperboard and linerboard increases should go up in 30 days, 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, Lots of commodities... cardboard boxes, connectors, Semiconductors, wire..., Some steel commodities; copper core cable, lubricants, copy paper, ERW Pipe prices are skyrocketing again, Services in some areas, homopolymer and copolymer resins, plasticizers, Corrugated boxes, Copper Flake, Nickel Flake, Zinc, Shrink Wrap, PTFE.

Commodities DOWN in Price:

Computers & Components, The prices we get for what we make & sell, thus reducing margins, pallets, None.

January 2010

	UP	SAME	DOWN	N/A
Sales	41%	36%	16%	7%
Production	25%	52%	7%	16%
Employment	9%	61%	30%	0%
Purchases	43%	41%	16%	0%
Prices Paid (Major Purchases)	20%	66%	14%	0%
Lead Times (from Sellers)	20%	66%	14%	0%
Purchased Inventory	27%	48%	9%	16%
Finished Goods Inventory	18%	43%	23%	16%

Index 2009 (9 months)

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

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

	Feb09	Mar09	Apr09	May09	Jun09	Jul09	Aug09	Sep09	Oct09	Nov09	Dec09	Jan10
Composite PMI	39.6	39.0	40.9	41.9	43.5	43.8	46.8	50.0	50.6	51.2	51.9	53.2

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

March 2010 Dinner Menu

Mandarin Orange Salad
Asian Beef And Broccoli
Coconut Jasmine Rice With Papaya Relish
Rolls with Whipped Butter
Mango Glazed Cheesecake
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.