

UPCOMING EVENTS

September

14th NAPM-Houston Dinner Meeting
29th - 1st 64th Annual ISM Southwest
Supply Management Conference

October

12th NAPM-Houston Dinner Meeting
28th CPSM Bridge Review Seminar
29 - 30th CPSM Review Seminar,
Modules 1-3

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
7:00 pm – Program
8:30 pm – Adjourn

September 14th General Meeting

“Managing the Company Expectation to Generate Recordable Savings”

Does the pressure to deliver consistent value savings interfere with the requirement to maintain a reliable supply chain? Two of Houston’s leading Supply Chain leaders discuss the balancing act of meeting company expectations in both areas

Speakers:



John V. Adams,
**Vice President, Supply Chain & Chief Procurement
Officer, Spectra Energy Transmission**

John Adams is vice president, supply chain for Spectra Energy Transmission. He is responsible for material and services sourcing and procurement, fleet services, accounts payable, expense card program administration and related supply chain governance activities.

Adams joined Spectra Energy’s predecessor company Panhandle Eastern in 1981. Following a series of promotions, he was named director of transmission services, and continued to hold positions of increasing responsibility including: Houston division manager for Trunkline Gas; general manager of gas systems for Northeast pipelines; division manager of the south division for Texas Eastern Transmission; and environment, health and safety (EHS) vice president for Duke Energy Gas Transmission.

Adams continued as EHS vice president after the company’s spin-off from Duke Energy in 2007 and was named to his current position in November 2008. Born in Xenia, Ohio, Adams received a Bachelor of Science in industrial management from Purdue University and attended the Advanced Management Program at Duke University. Adams and his wife, Debbie, have one daughter and three sons.



Abid Yousuf
**Vice President, Supply Chain Management,
Enterprise Products Partners**

Abid Yousuf joined Enterprise Products Partners in September, 2004 as Director of the Strategic Sourcing and Procurement group. His current responsibilities include: contract management, procurement, strategic sourcing, business process improvement, energy optimization, fleet management and materials management. Prior to Enterprise, he led the

Global Account Management group at Ariba, Inc., a leading provider of procurement technology and consulting services.

Prior to this role, Abid served at CNG Company (now Dominion Resources) in Pittsburgh where he was responsible for managing and controlling the company’s energy derivatives portfolio. He also worked with CNG’s gas and oil transmission group during his tenure at CNG. Abid holds a Masters degree in Business Administration from the University of Pittsburgh and a Bachelors degree in Business Economics from the University of Notre Dame, in Indiana.

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PRESIDENT'S MESSAGE



September always reminds me of new beginnings. Traditionally, this is when the new school year began. In my day the first day of school was always after the Labor Day holiday. These days it seems as if school begins in the middle of the summer.

There was such excitement for me – opening up the fresh new supplies of notebook paper, pens, and pencils. My mother and I would take the bus downtown Houston to shop for new clothes. What fun! There was the anticipation of the new teacher, new classes, reacquainting with former friends and relaying our summer stories, and the expectation of making new friends. I tended to make some resolutions too – keeping the grades up, making a commitment to be truly interested in my studies that year, and getting more involved with school activities.

Our NAPM meeting year begins in September too. We welcome back our colleagues from last year. We look forward to seeing new faces. Not surprisingly, most of us anticipate what the new Board will be like too. What happened during the summer months? What do we have ahead of us in the next few months? To what extent can I participate this year?

Here's something we haven't done before. How about a bowling event? Lucky Strike Bowling is an upscale, downtown venue that is not your run-of-the-mill bowling alley. This place is swanky and very sophisticated. What a great opportunity to meet your board, mingle, network and perhaps join a committee. Remember, you will get so much more out of your membership if you get involved. Our Special Activities committee is working through details and will have date secured – some time late October - and will announce it at our September general meeting.

We are still working diligently on getting our name change finalized. There's quite a bit of paperwork involved, but in the next few months, we will have authority to use the ISM-Houston designation. I know we are excited to get this done, but we'll try to be patient as the Name Change Committee pulls it all together. Until then, we are still NAPM-Houston.

Thanks to all to attended the June installation. I appreciate the kind words of support and welcome any suggestions to make this association work better for you. We want to continue to live up to our status as Affiliate of the Year and we have a group of dedicated board members and committee chairs that will do everything possible to bring you the most value for your money and time.

Jo Ann Prazak, C.P.M.

Incoming President
NAPM - Houston Inc
Direct: 281.423.0343
JoAnn.Prazak@SwiftEnergy.com

Status on Changing Our Name to ISM-Houston

By Sharon Malkovicz, C.P.M.

The Ad Hoc committee extends thanks to the membership for approving our Affiliate's name change. The committee has been busy this summer working towards completion of the 25 requirements required by ISM for submission to the ISM Board of Directors for approval. The committee has completed 19 of the 25 requirements and is on target to have the last 6 items completed prior to the Nov 19, 2010 deadline. We must continue to use the name 'NAPM-Houston, Inc.' until the ISM Board approves the name change. The ISM Board will meet again January 2011.

Please read the October newsletter for the next update.

2009 – 2010 James O. Cox Outstanding Member of the Year Award

By: Michael P. Valant C.P.M., A.P.P.
Chair James O. Cox Award Committee

Sharon E. Brauner, C.P.M., A.P.P. was awarded the 2010 James O. Cox Outstanding Member of the Year Award at the June 8, 2010 NAPM – Houston General Meeting.

Sharon's daughter Shelly PaShock and her Son-In-Law Phillip PaShock were able to join us for this special event. Her Husband Ernie Brauner is out of town on business and could not make the meeting. She has two children a son and a daughter, plus 5 Grandkids.

The NAPM Houston Outstanding Member of the Year Award was originally founded in 1953 to recognize long standing members who continue to volunteer to help operate our organization while demonstrating superior leadership and managerial capabilities in achieving their assigned tasks. It recognizes members who have performed exceptional service to NAPM Houston exemplifying true professionalism both on the job and within the community.

In 1973 the Outstanding Member of the Year Award was renamed to honor James O. Cox who was a journalist and member of the Houston Purchasing Agents Association chronicling our growth for over 34 years.

Sharon Brauner began her affiliation with NAPM – Houston the ISM affiliate in January 1994. She chaired the Awards Committee from 1996 thru 2000. She served as a Local Director from 2000 until 2002. Then she served as the NAPM – Houston board Secretary from 2003 to 2005. Sharon continues to volunteer to assist us on the welcome / registration table with her service and smile each month.

Please join me in congratulating Sharon E. Brauner, C.P.M., A.P.P. as this year's winner of the James O. Cox Outstanding Member of the Year Award

NAPM – Houston, Inc. Welcomes Our Newest Members

By: Kim Wren, A.P.P. – Immediate Past President

Please join me in welcoming our new Members approved in June

Scott Forbes
Maria Godoy
Michael Keith
Mark Kinley
Marhavi Mohan
Yusuf Rashada
Kenneth W. Templeton, C.P.M.
Jorge Trevino
Art Wardlaw

Marian Nimon, M.B.A., C.P.M. Honored for Exceptional Support of Women-Owned Businesses

The Women's Business Enterprise Alliance (WBEA) recognized Marian Nimon at their May supplier EXPO with the prestigious Corporate Advocate of the Year award. The award is made annually to the individual corporate member that has provided exceptional support to women business development and WBEA. Marian's leadership through mentoring and outstanding support of the organization were primary in her achievements. This is the second time Marian has won this award. Marian also has recently been elected to the Board of the WBEA.

M. D. Anderson supports American women business enterprises through its' state Historically Underutilized Business (HUB) and Federal Small Business program. The program, led by Associate Director Marian Nimon, emphasizes training, external outreach to women-owned businesses, compliance, reporting, mentoring and subcontracting.

News & Notes:

By: Joseph R. Britt

- We wish Dora Valdez's husband, Johnny, a quick recovery after surgery in August.
- We are pleased that Ed Wahowski is in good health after surgery in June.
- Our thoughts are with Kim Wren's family during a time of recovery from medical treatment.
- We hope Marian Nimon's husband, Harry, continues his recovery after surgery in June.
- Our thoughts are with Sarah Ansley and her family after medical treatment this summer.

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

P: 713.669.5384 / F: 713.669.5295

jbritt@Neighborhood-Centers.org

School Partnership Update

By: Matt Meyer

September is the month that we collect school supplies for local elementary and secondary schools. More information around what supplies are needed, along with convenient ways to donate (Amazon Wish list) are to come shortly. Have a question, or any items that you would like to donate earlier than September? Email Matt Meyer at

NAPM.Houston.School.Partnership@gmail.com

Our committee is also looking for volunteers for the upcoming year. Opportunities include volunteering for all levels of education – from elementary to the collegiate levels. Please email Matt Meyer at

NAPM.Houston.School.Partnership@gmail.com



Register Now!
64th Annual ISM Southwest Supply Management Conference

September 29 – October 1, 2010
San Antonio, Texas

**Co-Sponsored with ISM—San Antonio and
the ISM Logistics and Transportation Group**

Strength of Networking...Power of Knowledge—SWSMC Delivers!

Plan to attend this year's event, which will include **five (5) educational tracks**:

- Supply Chain Skill Sets for the Next Millennium, and Creating Best of Class Supply Chain Efficiency Within Your Organization
- Strategic Cost Analysis, Next Level Cost Management Practices, and Best of Class Negotiation Practices Within the Supply Chain
- Contract Administration Best Practices and World-Class Risk Mitigation Practices
- Effective Public Procurement Strategies
- Savvy Solutions and Cost Savings for Transportation and Logistics Within the Supply Chain

In addition, this year's event features:

- Pre-Conference Seminars (including CPSM® Bridge Exam Preparation)
- Networking Opportunities
- An Exhibitor Showcase
- Golf Tournament
- And, the Opportunity to **Earn 11.5 Continuing Education Hours (CEHs)!**

Download SWSM Conference Brochure

Register Now!

Registration Fees: ISM members - **\$349** Non-Members - **\$449** Students - **\$150**

www.ismswscf.org

Hyatt Regency San Antonio

123 Losoya Street, San Antonio, Texas 78205

The Hyatt Regency San Antonio overlooks both the historic Alamo and the exciting Riverwalk area of the city. Identify yourself as part of the **Institute for Supply Management™**, and you will receive a discounted room rate of \$199/night, plus tax (single or double occupancy).

Make Online Hotel Reservations or call 210/222-1234

Golf Tournament

Wednesday, September 29, 2010

The Republic Golf Club

4222 SE Military Drive, San Antonio, Texas 78222 210/359-0000

Format: Four-Person Scramble/Shotgun

Start Times: Registration begins at **10:00 AM** — Tournament play begins at **12:00 PM**
On-course contests, prizes

Entry Fees*: Individual, **\$125** — Team (4 players), **\$500**

(*Fee includes cart, green fees and a boxed lunch)

Download SWSMC Golf Brochure

Golfers Register Now!

www.ismswscf.org

CPSM Bridge and CPSM Review Seminars

Thursday, October 28, 2010 CPSM Bridge Review 8:00 A.M. – 5:00 P.M.
Friday, October 29, 2010 / Saturday, October 30, 2010 8:00 A.M. – 5:00 P.M. Exams 1-3 will be covered

Dr. Russell Morey is Professor Emeritus of Supply Chain Management at Western Illinois University. He is President of Morey and Associates and has conducted training programs for more than 25 Fortune 500 Corporations in North America and Europe as well as numerous professional associations throughout the U.S. Dr. Morey published multiple articles and cases and is contributing author of an Introduction to Management textbook. He has received more than 100 awards and Certificates of Achievement for his contributions to education and the purchasing profession while very active in professional certification. Dr. Morey is one of the original presenters of the first C.P.M. Review Workshop sponsored by ISM in 1977.

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

Security measures at Aramco Services Company require 2 forms of photo ID and advance registration. If you are not registered, you will not be allowed entrance.

TIME: **Arrive 7:30 a.m. for check in.**

Review begins at 8:00 a.m. All review days include Continental breakfast and lunch as well as class materials.

REGISTRATION FEE: **CPSM Bridge only \$180.00 CPSM Review \$180/day (\$285 both days)**

Seating is limited and reservations will be on a first come/first served basis.

REGISTRATION DEADLINE: **Friday, October 15, 2010.**

All payments and registration forms must be received no later than Friday, October 15, 2010; Handouts cannot be guaranteed if registered after the deadline.

INFORMATION:

For more information about this seminar, visit N.A.P.M.-Houston's Website at www.napmhou.org.

For more information on the certification program, visit ISM's Website at www.ism.ws.

For additional questions, please contact Carleen Glasgow via email at cm_glasgow@hotmail.com.

CERTIFICATION CREDIT: Participants will receive up to 8 CEH's for each day.

September 2010 Dinner Menu

Tossed Mediterranean Salad
 Mediterranean Artichoke Chicken
 Olive Oil and Herb Pasta
 Julienne Vegetables
 Rolls with Whipped Butter
 Supreme Cake

Vegetarian dinners available upon request.

Please notify us at the time your reservations are made.

You must request an alternate entrée' or vegetarian 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.

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

August 10, 2010

Houston Economic Activity Weakens! Purchases, Sales and Employment Leaders

The National Purchasing of Managers -- Houston reported this month that the Houston Purchasing Managers Index was **52.4** in July. The Houston area Purchasing Executives reported that economic activity in the Houston area although positive for the last eleven consecutive months, pulled back to the lowest level in 2010. This is still a continuing indication that economic growth is improving in our area, but the federal government shut down of deep offshore drilling impact is more evident this month. We are also feeling indications of the new healthcare and financial legislation passed recently.

The PMI, which indicates likely shifts in Production volume three or four months in advance, now shows a signal that production is still continuing to move forward, but not at the pace seen earlier in 2010. 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.

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 six of the eight reporting reductions during July.

The greatest reductions were in the Purchases index, which fell from 9 to 0, while Sales declined from 12 to 5. Employment at 5 PMI was a 7 point decrease to -2 from June. Prices Paid at a 5 PMI and Lead Times at 16, both fell 5 points for the period. Production reduced to 16 down 3 points. The interesting items were the two items considered reverse indicators improved. Purchased Inventory moved up to 12, three points better than last month and the Finished Inventory when up to -5 from -16 as the only positive signs for the month.

The change in Employment to -2 is the result of a 2% reduction in our respondent's bringing back workers. This new number takes us back to the same employment level as March, 2010. Although another fall back, we are still showing 77% are up or the same. This is the result of a 7% shift from UP to same employment and may NOT be good news for those looking for work.

The Houston PMI has averaged **53.8** over the last twelve months. There has been an improvement in the PMI number of 34.4% 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:

drug – heparin, Castings, Forgings, Nickel Flake continues to haunt production, but improving, Quality PTFE stock, Silicones, Some items are artificially scarce as they are ingredients for dispersants in the Gulf spill, Qualified field personnel, Allocations, Drilling rigs in South Texas, Good Jobs.

Commodities UP in Price:

fuel is up and down this month, Petroleum base oils continue to creep upward, Paper products and cardboard prices have started to climb, Temporary staffing, playground equipment, Drilling rig day rate; Trucking, Gasoline, Electric Motors.

Commodities DOWN in Price:

Vendors are hungry most products are more negotiable, ALL Stainless Steel Products, Printing Services, Copper slipped during this month, Zinc and zinc products continue a downward trend for the last three months, Poly Resins have had another published price drop, Some metal drums have dropped possibly due to competition by Purchasing, Polyethylene resin & films, Resin related items.

July 2010

	UP	SAME	DOWN	N/A
Sales	33%	33%	28%	7%
Production	30%	44%	14%	12%
Employment	21%	56%	23%	0%
Purchases	23%	53%	23%	0%
Prices Paid (Major Purchases)	23%	60%	16%	0%
Lead Times (from Sellers)	28%	60%	12%	0%
Purchased Inventory	19%	56%	7%	19%
Finished Goods Inventory	16%	44%	21%	19%

Index 2009 -2010 (9 months)

	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL
Sales	11	19	25	16	11	23	30	12	5
Production	-2	12	18	20	20	26	28	19	16
Employment	-16	-21	-20	-11	-2	0	9	5	-2
Purchases	4	2	27	25	27	28	26	9	0
Prices Paid (Major Purchases)	-11	-7	7	16	18	28	26	12	7
Lead Times (from Sellers)	0	0	7	14	16	23	26	21	16
Purchased Inventory	-18	-19	18	11	7	0	19	9	12
Finished Goods Inventory	-16	-7	-5	7	-7	-9	-12	-16	-5

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

	Aug09	Sep09	Oct09	Nov09	Dec09	Jan10	Feb10	Mar10	Apr10	May10	Jun10	Jul10
Composite PMI	46.8	50.0	50.6	51.2	51.9	53.2	53.3	55.3	58.1	59.0	55.6	52.4

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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