

## UPCOMING EVENTS

### January

11<sup>th</sup> NAPM-Houston Dinner Meeting  
29<sup>th</sup> & 30<sup>th</sup> CPSM Exam Review

### February

8<sup>th</sup> NAPM-Houston Dinner Meeting  
10<sup>th</sup> ISM Satellite Seminar  
18<sup>th</sup> Cardinal Health Plant Tour

Check out the details for all events

[www.napmhou.org](http://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** – Pre-Meeting  
**Social Mixer**  
**6:00 pm** – Dinner  
**7:00 pm** – Program  
**8:30 pm** – Adjourn

## January 11th General Meeting

### “Houston Supply Management Executive Panel”

Purchasing and Supply Management leaders from Houston will be on hand for a panel discussion addressing key issues in today's supply management world.

Presented By:

#### **Kenneth M. Riley**

General Manager of Supply Chain Management  
Chevron Global Upstream & Gas

Kenneth M. Riley is currently the General Manager of Supply Chain Management (SCM) for Chevron Global Upstream & Gas. Ken received his Bachelor's degree in Electrical Engineering from Texas A&M University in 1976 and joined Gulf Oil that same year as a Drilling Engineer. He has held various engineering, operations, safety, supply chain and management positions in Angola, the United States, and Venezuela in his career of 30 + years with Chevron. His business travels have taken him to Chevron's operations in Indonesia, Thailand, Australia, Kazakhstan, China, the United Kingdom and many other key locations. Ken Riley has successfully guided strategic SCM initiatives at the global, regional and local levels that has helped shape and transform Chevron Global Upstream & Gas into a World Class SCM organization.

#### **Mike Sibble**

Manager Procurement and Supply Chain  
Swift Energy Company

Michael Sibble is currently the Manager of Procurement and Supply Chain for Swift Energy. Michael holds a Bachelor's degree in Operations Management with a focus in Supply Chain. He has held various senior leadership roles around the world in Alaska, Nigeria, Texas, Oman, Russia, Kazakhstan and Azerbaijan in his 12 year career in the oil and gas industry. Before coming to Swift Energy in 2009 Michael worked with Halliburton as a Country Manager for Procurement, Logistics and Materials. He has successfully guided strategic PSCM initiatives at the global, regional and local levels adding value, cost savings, while building solid organizations around the world.

## EXECUTIVE BOARD

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## Standing Committees

### COMMUNICATIONS

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### MEMBERSHIP

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### SPECIAL ACTIVITIES

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# PRESIDENT'S MESSAGE



A new year – a fresh start. Another year rolls in and if you are like me, you start setting goals for yourself. What type of accomplishments do you desire to achieve in your personal life, work life or even your spiritual life? Our careers are a significant portion of who we are, and as such, it would be wise to hone our skills to enhance our competency and build confidence in ourselves. Learning can be an exhilarating experience and taking advantage of a continuing education curriculum can really jump start a job that is beginning to get into “rut mode”. Re-energizing your career – even minimally – produces a great deal of personal satisfaction and may lead the way to a promotion or an increase in salary.

Remember too -- it's never too late to go back for that college degree or CPSM. These days we cannot assume that we will be able to retire at a particular age. Economic pressures have forced many to stay in the work force longer than expected. We all need to be as marketable as possible for as long as possible– no matter what stage of our careers we find ourselves in.

I encourage each of you to research the opportunities NAPM-Houston and ISM have to offer in the way of increasing our knowledge base. Our monthly dinner meetings are an excellent source of networking with other professionals. Our speakers have been selected for not only their expertise in their field but also to introduce us to other industries in our Houston area. We are so fortunate to live in a diverse city. It may even be time to explore a new industry. Keep your options open.

Our Professional Development and Career Services groups offer seminars throughout the year too. Don't miss the top-notch Satellite Seminars offered 4 times a year. The International Conference in May and the Southwest Forum usually held in late September are excellent learning venues and are available to members at a discount. Early registration brings even more savings.

Whatever your schedule and funding will allow this year, plan now to take advantage of all the opportunities you have open to you.

### **Jo Ann Prazak, C.P.M.**

President , NAPM - Houston Inc  
Direct: 281.423.0343

[JoAnn.Prazak@SwiftEnergy.com](mailto:JoAnn.Prazak@SwiftEnergy.com)

## News & Notes

By: Joseph R. Britt, CPSM

- \* Our thoughts are with Matt Krishnan and his family after the passing of his father-in-law.
- \* Our prayers are with Sarah Ansley as her husband recently passed away.
- \* We wish continued health to Marian Nimon as she recovers from recent surgery.
- \* We hope Dick Huebner, President of the Houston Minority Supplier Development Council, is resting during his recovery from a medical procedure.
- \* Our support is with Jackie Milhoan's mother given her recent fall and recovery.

## NAPM-HOUSTON – CPSM 1 - 3 EXAM REVIEW

**College Station, TX**  
**Saturday January 29, 2011 &**  
**Sunday January 30, 2011**  
 Presented By: **Dr. Russell Morey, C.P.M.**

Hosted By:  
**Texas A & M University**  
 Mays Business School  
 Wehner Building Room 183  
 ( Cocanougher Center )  
 College Station , TX 77843

Parking: Lot #72  
 West on University to Olsen Blvd (Past Wellbourn Road)  
 turn left, then right into parking lot #72  
<http://campusmaps.tamu.edu> Search Mays Business  
 School

7:30 A.M. Arrival & Check In  
 8:00 A.M. - 5:00 P.M. Each Day

All review days include continental breakfast , lunch, as well as class materials. Class materials include: workbook, sample questions, and sample exam questions for each of the three CPSM modules.

### REGISTRATION FEE:

Students: \$70.00 Both Days  
 (Must be registered student with an Student ID #)  
 (Open to any College/University)

Industry Professionals \$205.00 Both Days / \$150.00  
 One Day

### REGISTRATION DEADLINE: Wednesday January 12, 2011

All payments and registration forms must be received no later than Wednesday January 12, 2011 Class materials cannot be guaranteed if registered after the deadline.

**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.

## A Reminder from the Awards Committee:

Nominations for "2010 – 2011 Boss of the Year" award are now being accepted. Is your Boss extraordinary or exceptional? Consider nominating him/her for this honor. Please submit all nominations no later than Thursday, January 27<sup>th</sup>, 2011. The award will be presented at the General meeting on February 15<sup>th</sup>, 2011.

The application can be found on the website under the "Awards Committee" section.

Nominations for "Supplier of the Year", "Inside Sales Person of the Year" and "Outside Person of the Year" will be accepted through Friday February 28<sup>th</sup>. These awards will be presented at the March General Meeting

**Sheila Smith, C.P.M., A.P.P.**  
 Awards Chair

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

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

Please join me in welcoming our newly approved Members

**Debra Burroughs**  
**Bryan Foushee**  
**Patrick C. Hollis, C.P.M.**  
**Ashley Hughey**  
**Rebecca Jee**  
**Emmanuelle Mattei**  
**Mark Robert Molaison**  
**Michelle Morris**  
**Jake Moyer**  
**Nicholas Naik**

### 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.

## January 2011 Dinner Menu

Classic Caesar Salad  
 Roasted Pork Tenderloin  
 Wild Rice  
 Mixed Grilled Vegetables  
 Rolls with Whipped Butter  
 Devils Fudge Cake or Cheesecake

Vegetarian available upon request.  
 Please notify us at the time your reservations are made.  
 You must request an alternate entrée' or vegetarian meal in advance.

# JAMES O. COX OUTSTANDING MEMBER AWARD NOMINATION FORM

This form must be completed and returned with all the necessary information and/or backup material in order nomination to be valid. Attach separate sheet(s) if needed to list additional qualifications. Be sure to sign nomination.

**NOMINEE:** \_\_\_\_\_

**Member Since :** \_\_\_\_\_

## I. GENERAL PARTICIPATION

*Indicate Yes or No to the following:*

- . Attends more than half of the nine (9) General Meetings \_\_\_\_\_ Yes \_\_\_\_\_ No
- . Attends fund raiser(s) regularly? \_\_\_\_\_ Yes \_\_\_\_\_ No
- . Is able to attend District or National Conferences \_\_\_\_\_ Yes \_\_\_\_\_ No
- . Holds a Purchasing certification? **A.P.P.** \_\_\_\_\_ Yes \_\_\_\_\_ No **C.P.M.** \_\_\_\_\_ Yes \_\_\_\_\_ No
- . Adheres to the highest professional ethics? \_\_\_\_\_ Yes \_\_\_\_\_ No
- . Exhibits exemplary personal conduct? \_\_\_\_\_ Yes \_\_\_\_\_ No
- . Has performed a series of tasks for the Association well? \_\_\_\_\_ Yes \_\_\_\_\_ No
- . Other? (identify) \_\_\_\_\_

## II. SERVICES RENDERED

Indicate the activity and year the service was performed:

\* Has Nominee held one or more of the following Board Positions? (check all that apply and show the year):

\_\_\_\_\_ President \_\_\_\_\_ Vice-President \_\_\_\_\_ Secretary \_\_\_\_\_ Treasurer  
 \_\_\_\_\_ Director For National Affairs \_\_\_\_\_ Local Director (2 yr term) \_\_\_\_\_ Director-At-Large

\* Has Nominee been a Standing Committee Chair (select committee(s) with number of years served)

\_\_\_\_\_ **MAC** \_\_\_\_\_ **Public Relations** \_\_\_\_\_ **Programs** \_\_\_\_\_ **Pro-D** \_\_\_\_\_ **Special Activities**  
 \_\_\_\_\_ **Communications/Web**

\* Has served as a Chair or Vice Chair of a Regular Committee (name committee[s] and year held)

<u>Committee</u>	<u>Chair</u>	<u>Vice Chair</u>	<u>Member only</u>	<u>Year(s) Served</u>
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

\* Active at **District**/Forum level? (Attach separate sheet if needed) \_\_\_\_\_ **Position** \_\_\_\_\_ **Year**

\* Active at **National** level? (Attach separate sheet if needed) \_\_\_\_\_ **Position** \_\_\_\_\_ **Year**

\* Has Nominee received any of the following awards. (Identify award(s) which apply with year received)

**Billie Sommer New Member** \_\_\_\_\_ Year \***District Person of the Year** \_\_\_\_\_ **Position** \_\_\_\_\_ Year  
**Cosgrove Award** \_\_\_\_\_ Year **Shipman Medal** \_\_\_\_\_ Year  
**Other:** (identify) \_\_\_\_\_

If Nominee has written/published related articles at National or other major publication, local newsletter, copies of the Publication(s) must accompany this nomination form. Provide a written statement as to why your Nominee is particularly deserving of this award. Use additional sheet(s) if necessary.

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## III. ELIGIBILITY

Nominee must be a REGULAR member of NAPM-Houston, Inc. for a minimum of ten (10) consecutive years; must have served either as a voting member of the Board of Directors for at least 2 consecutive years or been Chair of a committee or combination of committees for at least 3 years. If a voting board member, he/she must have attended at least 7 of 10 board meetings in the same year. *The sitting President is not eligible.* Nominee must have a.) demonstrated leadership and managerial capabilities, b.) performed their assigned tasks and c.) attended a majority of the General Meetings.

Nominated by: \_\_\_\_\_ Date: \_\_\_\_\_

Submit this completed form (with required additional information) to Sharon Brauner, C.P.M., A.P.P.,  
 Chair, James O. Cox Award Committee **by April 12, 2011.** You may email to [sharon.brauner@mhmraharris.org](mailto:sharon.brauner@mhmraharris.org)  
 Phone : (713)-970-7279 should you have any questions.

# NAPM - HOUSTON BUSINESS REPORT

For further information, contact: Mike Valant, C.P.M., A.P.P. (281) 240-4972

Press Release

December 10, 2010

## Houston Economy Improving! Production and Purchases were Leading Indexes

The National Association of Purchasing Managers — Houston reported this month that the Houston Purchasing Managers Index PMI was **56.3** in November. Economic activity in the Houston area has been positive for the last fourteen consecutive months and strengthened another **1.6** points this last month. This is an indication that positive economic growth is continuing 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 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 all eight reporting positive during November.

The leading items were the complementing indicators, Production rose from 21 to **30** and Purchases improved to **30** from 21 last month. Both items are at the highest level in 2010. Sales rose seven points to 28. That is the highest number for Sales since May, 2010. Employment at 5 PMI arose out of negative PMI it has been at for the last four months. Prices Paid at 9 and Finished Goods Inventory at 7 both improved by 2 PMI points for the month. The major negative for the month was that Purchased Inventory went up to 5, 10 points up from last month. Increased Inventory is a negative indicator, but may be just a build up in anticipation of continued improvement in 2011.

The latest Employment number indicates that our respondent's improved 5% from last month. This number is equal to the employment level in June, 2010. 84% of the respondents had the Same or Increased Employment levels. This is great news for those looking for new opportunities.

The Houston PMI has averaged **54.7** over the last twelve months. There has been an improvement in the PMI number of 30.7% 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 issues at this time, Hear that 4130 material is hard to find, Castings, Forgings, copper flake (vendor is at 95% capacity) titanium dioxide and grease grade zinc, Tier 3 off road diesel engines, No major problems but lead times are extending, Lead times are coming down on semiconductor and related electromechanical products, Labor in North Dakota, Improvement in Lead-times.

### Commodities UP in Price:

Gasoline have been very volatile, copper flake, graphite, grease grade zinc, PTFE's, and base oils, Pricing is stabilizing as price increases have subsided. Price concessions are not being offered, Drilling services, poly resin based products; announcement for tire pricing increase January 1, ERW Carbon Steel Pipe, Lubricants, forklift batteries.

### Commodities DOWN in Price:

Computers & components, polybutenes, glycols, silicone fluids, Octopool products, and pallets, Jobs in the USA!

### November 2010

	UP	SAME	DOWN	N/A
Sales	49%	23%	21%	7%
Production	40%	40%	9%	12%
Employment	21%	63%	16%	0%
Purchases	44%	42%	14%	0%
Prices Paid (Major Purchases)	26%	58%	16%	0%
Lead Times (from Sellers)	19%	67%	14%	0%
Purchased Inventory	19%	49%	14%	19%
Finished Goods Inventory	23%	42%	16%	19%

### Index 2010 (9 months)

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

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

	Dec09	Jan10	Feb10	Mar10	Apr10	May10	Jun10	Jul10	Aug10	Sep10	Oct10	Nov10
Composite PMI	51.9	53.2	53.3	55.3	58.1	59.0	55.6	52.4	52.5	53.6	54.7	56.3

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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