

UPCOMING EVENTS

June

14th ISM-Houston Dinner Meeting

September

13th ISM-Houston Dinner Meeting

No meetings in July or August
Have a great summer!

Check out the details for all events

www.napmhou.org

91st Annual Installation of Officers

Location:

Sheraton Houston
Brookhollow Hotel
3000 North Loop West, Houston

Cost:

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

When:

5:00 pm – Social Mixer
6:00 pm – Dinner
7:00 pm – Program

Announcement of the
James O. Cox Award

91st Annual
Installation of Officers

Program : Enjoy the Ride
Presented by: Steve Gilliland

8:30 pm – Adjourn

June 14th General Meeting

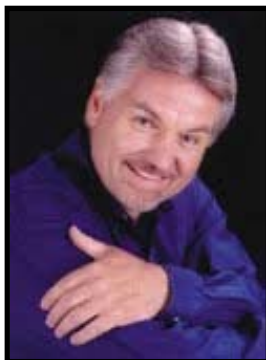
“Enjoy The Ride”

Steve Gilliland

Speaker, Author, Businessman

Through humor and reality-tested techniques, Steve Gilliland reveals the way to face conflicting demands in an unforgiving business environment

that keeps getting tougher. From the beginning when he shows people how to ignite their passion, to the end with his compelling challenge to never lose your focus, he releases an "explosion of enthusiasm" that is absolutely contagious. This keynote speech will challenge you personally and professionally. It is simple and easy to grasp -- yet profound! Fasten your seatbelt and hold on as one of North America's premier speakers outlines a roadmap for success and shows you how to Enjoy The Ride™.



The Speaker

Steve Gilliland is one of the most in-demand and top rated speakers in North America. He has been working with meeting planners and speakers bureaus since 1999 to entertain, educate and inspire audiences all over the world. Recognized by his peers as a master storyteller and brilliant comedian, his appeal transcends barriers of age, culture and occupation. Steve's interactive and entertaining style helps audiences connect and relate as he shows them how to open doors to success in their careers, their relationships and their lives. He speaks to more than 250,000 people a year and has shared the platform with numerous dignitaries. Over two million people have heard him speak, with his audiences crossing over 29 different industries. Steve has the distinction of speaking in all 50 states and in 15 countries. As one newspaper stated, "Steve is what happens when the humor of Ron White collides with the inspiration of Zig Ziglar."

The Author

In addition to his brilliant speaking career, Steve is an accomplished author, which is evidenced by his book Enjoy The Ride™ being on the publisher's best seller list for five consecutive years and being named Author of the Year in 2010. His thought-provoking writing style makes his articles a favorite with nationally prominent magazines. He influences the lives of millions through his keynote speeches, books, CDs and DVDs. An extensive array of these products has been utilized by small businesses, Fortune 500 companies, U.S. and Canadian government agencies, churches, school districts and nonprofit organizations. Speaking the language of active business leaders, his books and CDs identify practical lessons that grow people and their businesses.

(Biography cont'd on page 2)

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PRESIDENT'S MESSAGE



Welcome to the 2011 – 2012 program year with ISM-Houston, Inc. Considering the rich ninety-year history of our affiliate, I am humbled with the opportunity to lead our organization this year. Our foundation this year was solidified by the smooth transition from our outgoing President, Jo Ann Prazak, C.P.M. We will build upon the success of Jo Ann's tenure thus ensuring the long-term future of our affiliate. Jo Ann's friendship and guidance to me are invaluable.

Somewhat ironically, the focus of this year will not be isolated to the 2011-2012 program year. This would be a myopic approach. The key theme you will hear this year is: 2016 – Our Future. There will be neither complicated formulas nor processes but simply a concentrated strategy considering our future operations. In order to provide the platform for professional development of our members, we will engage everyone to understand your goals. Our members are paramount and we will strive each and every day to serve you. During this process, we will create a vision for our 2012-2013 President, Mara Stanfield, C.P.M., and future leaders of our affiliate.

Please join me on the evening of June 14, 2011 to recognize the ISM-Houston Board of Directors as we prepare to plan the future of our organization. Bring your thoughts and opinions so we can create: 2016 – Our Future.

Joseph R. Britt, CPSM

Incoming President
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Steve Gilliland – Biography, cont'd.

The Businessman

Steve built a multimillion-dollar company from the ground up on the same philosophy he expounds to his audiences. If you continually learn more about your company, your industry, your customer and yourself, you will always be a leader. You will be purpose-driven rather than process-driven, and you will make a difference. His motto is straightforward: "If you take care of people, the business will follow." Implementing this principle, he has helped people grow their businesses and expand their lives by teaching them to rethink their work, their relationships and themselves. He was recognized by Who's Who for Speakers and Business Professionals, and his company was acknowledged by the Pittsburgh Business Times as one of the fastest growing privately held companies in the region.

The Person

Steve was born in Pittsburgh, Pennsylvania, lives in Mocksville, North Carolina, and travels the world. He graduated from Butler High School (PA) and received his bachelor's degree from Grove City College (PA). He is a proud grandpa, devoted father of four boys and a loving husband to his wife, Diane. Steve learned great compassion for people and a commitment to a hard-work and balanced-life ethic at the knee of his highly principled Christian mother and stepfather. Whether Steve is speaking at an event, writing about current issues that impact people or leading his own employees, he is not just a person who challenges people to change, he motivates them to do so.

2011 Billie Jean Sommer Outstanding New Member Award

By Joseph R. Britt, CPSM

Ziba Mehra is Named Billie Jean Sommer Outstanding New Member

Without the opportunity to ever personally meet Billie Jean Sommer, I can only understand her significant impact to ISM – Houston based on stories of her contributions. The key consideration is making a tangible impact in a short period of time. To be a member in ISM – Houston less than two years and maintain a committee position for at least six months requires someone with a focused personality.

This year's recipient of the Billie Jean Sommer Award is the ideal example of someone making a widely recognizable impact on our affiliate. However, the depth of this individual's personality is even more significant. This is a truly genuine and caring person but still tough enough to focus on the business imperatives to make our affiliate successful. Sending emails at 6:30 in the morning, 11 in the evening, and anytime during the day is quite a normal activity for this person. The individual is focused not only on completing the task but on exceeding expectations for everyone involved with our affiliate.

Even more important, the recipient is always smiling. In the face of adversity, this individual is professional and happy to serve our members. How many of us can honestly state that we have this same approach?

So...you might ask...what did the recipient actually do to receive the award? Let's consider two examples. First, take a look at the room this evening. The meal, the podium, the speakers, the agenda and logistics. The recipient is responsible to coordinate all aspects of our dinner meetings. Even if it means 3 or 4 draft versions of the agenda which can be very painful. Second, think about our affiliate's future. The recipient understands the future of our affiliate is certainly beyond tonight... and the remainder of this year. This person is actively training her successor to ensure continuity in our affiliate's operations. She has a present-day action-oriented focus with a visionary appeal.

The genuine characteristic that really stands out to me with our recipient is perseverance, which is a personal struggle for me at times. After facing a challenging time searching for employment, she recently obtained a position with Calpine and appears to be enjoying every single minute she is there. Our recipient deserves this opportunity and will exceed expectations with her employer just as she does with our affiliate.

Ladies and gentlemen...**Congratulations to our friend, colleague, and Programs Chair as the 2010-2011 Billie Jean Sommer Outstanding New Member Award recipient...Ziba Mehra**

ISM – Houston, Inc. Golf Tournament May 19, 2011

By Ed Wahowski - Treasurer

Our annual golf tournament was held at the Cypresswood Golf Club in Spring, Texas on Thursday May 19, 2011. We had a great turnout with 52 teams and used both the Traditions and Cypress courses. Thank You to all who participated and especially our volunteers who helped us have a successful event.

News and Notes

By Joe Britt CPSM – Vice President

- We offer our condolences to Carleen Glasgow for the recent loss of her mother.

If you have 'news' or 'notables,

Contact:

Joe Britt, CPSM

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ISM – Houston, Inc. Welcomes Our Newest Members

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

Please join me in welcoming our newly approved Members in May.

Tom T. Nguy
Scott Randall
Angela Wilke
Brian Fainter
Cathi Eden
Darron Hanner
Jenifer Perez
Julie Parson
Stephen Litzinger
Thomas Gamble
Leslie K. Griffiths
Adam Lynn Hipp
Mounir Ouhadi

ISM - Houston, Inc. – Policy Statement

ISM-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 ISM-Houston, Inc. Board of Directors.

Member Tenures

May

15 Year

Lisa Honey

10 Year

Chandra P Dhasan, C.P.M.

5 Year

Angela Cook, C.P.M.

Carlotta Nicholas

Toya Owens Shepard

Russell Williams

June, July and August

20 Year

Clark Alexander, C.P.M.

Guy Humphrey Jr, C.P.M.

15 Year

Evelyn K Broughton, C.P.M.

Daniel Brandt, A.P.P.

10 Year

Stephen M Pottinger, C.P.M

Stanley Ganderson, C.P.M.

Joseph A Christopher

Peter Wibawa Sutanto

Thomas L Tanel, C.P.M., CCA

Mark G Hood, C.P.M.

Brian G Corrie, C.P.M.

James L Ferrell Jr, CPSM

Henry Maddux

James F Brecker, C.P.M.

Greg L Smith, C.P.M.

5 Year

Melvin E Davis, C.P.M.

Patricia Richards

Scott Babitt

Jake Isom

Matthew R Jolk

Steve Kramr

June 2011 Dinner Menu

Shrimp and Grits

Sautéed shallots, gulf shrimp, cherry tomatoes smoked pecan sausage, deglazed with white wine and served over creamy grits.

Asparagus with Tarragon Butter or Hollandaise

Mixed green salad

Raspberry Ripple Cheesecake, or

Double Fudge Chocolate Cake

or

Chicken Picatta

Breaded chicken breast topped with lemon caper cream served over rice pilaf

Roasted fresh seasonal vegetables

Mixed green salad

Raspberry Ripple Cheesecake, or

Double Fudge Chocolate Cake

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.

Think Service
Think Value
Think ISM-Houston

ISM - HOUSTON BUSINESS REPORT

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

Press Release

May 10, 2011

Houston Economy Steady

Lead Times, Purchased Inventory and Prices Paid were the Leading Indicators

The Institute for Supply Management -- Houston reported this month that the Houston Purchasing Managers Index PMI was **59.9** for April, 2011. Economic activity in the Houston area has been positive for the last nineteen consecutive months, but remained the same as last month. This continues to be higher than the 2010 peak of **59.0** in May, 2010. The PMI, which indicates likely shifts in Production volume three or four months in advance, now shows a signal that production is still trekking 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. 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 five categories reporting improvement from March to April.

Lead Times were the outstanding indicator increasing 8 points to 33 PMI. This is the highest level Lead Times have been thru all of 2010. Purchased Inventory, a reverse indicator, fell from +5 to -3 PMI. A falling inventory shows demand over the production levels. Prices Paid continued to climb to 58 PMI. That is a sure indication of inflation in the manufacturing arena. 60% of our participants responded that prices increased from last month. Again this is the highest thru out 2010. Production at 20 PMI, Employment at 20 PMI and Purchases at 20 PMI all remained the same from last month. Sales fell 3 points from 23 to 20 PMI compared to the high of 33 in February.

The latest Employment numbers indicate that our respondent's employment remained the same, with only 8% reducing in staff in April. This total number indicates employment is improving and is at the highest level for 2010 -11. **93%** of the respondents had the Same or Increased Employment levels. This remains to be good news for those looking for jobs at this time. The Houston PMI has averaged **56.6** over the last twelve months. There has been an improvement in the PMI number of **34.9%** since March, 2009.

The Institute for Supply 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:

Pharmaceuticals, Items in SHORT SUPPLY are being mitigated from allocation by submitting best effort forecasts for the next 90 – 180 days, Japanese parts (earthquake) such as toner cartridges, Forging, Casting, Rubber Chemicals, PTFE resins, Some raw material and Japanese products due to earthquake. Nothing new has been discovered in the last few weeks. All issues are on the table, Not experiencing any difficulties, yet, Electronic components due to Japan disaster.

Commodities UP in Price:

gasoline, pharmaceuticals and vaccines, coffee, All petroleum related materials e.g. plastic drum liners, 100 oil, 500 oil, 1200 oil, bright stock, other petro-chemicals, 12 HAS, Fuel, educational supplies, Forklift batteries, lubricants, Fuel / Transportation, Paperboard: both SUS and CCNB went up in April, Everything, PTFE resins, : Inflation is no longer ahead of us. It is here. This past month a gearbox supplier increased 11%, cylinder manufacturer 9% and Plating company 10%, Semiconductor and electromechanical components, Polyethylene resin and any products containing it, Actually pretty much everything is either up or notifications that they are going up, Oil per barrel and Gasoline prices, Labor rates, In general prices have gone up approximately 1-3%, Experiencing repercussions from Japan disaster in price increases in electronic components, GASOLINE!

Commodities DOWN in Price:

computers and components, aerosols (due to competitive bidding), None, Negotiated 3.55 reduction in passive components for 2011 calendar year.

April 2011

	UP	SAME	DOWN	N/A
Sales	40%	30%	20%	10%
Production	33%	43%	13%	13%
Employment	28%	65%	8%	0%
Purchases	33%	55%	13%	0%
Prices Paid (Major Purchases)	60%	38%	3%	0%
Lead Times (from Sellers)	40%	53%	8%	0%
Purchased Inventory	15%	48%	18%	20%
Finished Goods Inventory	15%	48%	18%	20%

Index 2010 - 2011 (9 months)

	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR
Sales	16	16	21	28	27	32	33	23	20
Production	9	19	21	30	27	37	30	20	20
Employment	-9	-2	-2	5	10	5	15	20	20
Purchases	19	26	21	30	22	24	25	20	20
Prices Paid (Major Purchases)	-2	5	7	9	12	39	38	53	58
Lead Times (from Sellers)	19	12	12	5	15	17	23	25	33
Purchased Inventory	7	2	-5	5	2	20	15	5	-3
Finished Goods Inventory	0	9	5	7	-5	5	-3	-10	-3

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

	May10	Jun10	Jul10	Aug10	Sep10	Oct10	Nov10	Dec10	Jan11	Feb11	Mar11	Apr11
Composite PMI	59.0	55.6	52.4	52.5	53.6	54.7	56.3	57.6	58.2	59.6	59.9	59.9

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

Subscriptions to the report are available through ISM-Houston.
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