

UPCOMING EVENTS

March

8th ISM-Houston Dinner Meeting and
Supplier Expo

April

12th ISM-Houston Dinner Meeting
14th ISM-Houston Happy Hour
28th ISM Satellite Seminar

Check out the details for all events

www.napmhou.org

Pre-Meeting: "Supplier Expo"

The Supplier Expo is scheduled to replace our usually held Pre-Meeting; the exhibit opens promptly at 4:30pm - 6:00pm. We have over 20 Suppliers participating and we encourage you to invite your colleagues, and co-workers, to attend.

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 – Supplier Expo
6:00 pm – Dinner
7:00 pm – Program
8:30 pm – Adjourn

March 8th General Meeting

"Laughing Matters.... It Really Does"



Presented By:

Tim Cavanagh

Writer, Comedian Entertainer
Chicago, Il

How important is laughter? Well, they say laughter is the best medicine. But they also say laughter is contagious. Hmmm. Comedian Tim Cavanagh may not shed any light on this apparent contradiction, but he's sure to make people laugh.

Over the last twenty years, Tim has brought his clean and engaging comedy to hundreds of corporate audiences across America (except in Alaska, Montana, and Wyoming, three frustratingly elusive states in which Tim has never performed). IBM, Quaker Oats, Farm Credit Services, Glaxo SmithKline, and General Electric are but a handful of his satisfied clients. He even performed once for a group from the Royal Bank of Canada, who said they had "a ton of fun." To this day, Tim wonders if they might have been talking a metric ton, which would be even more than our American ton of fun! And did you ever notice that Canada is right on the way to Alaska? That would have been sweeet!

Tim brings to the corporate/ association world a customized comedy show that hits just the right notes. He always does his homework (with the TV OFF, by the way), learning about each company/ association and its issues and personalities. He then tailors his material to create a unique show that hits home for that particular audience. It's never a "canned" speech (so there's never a danger of botulism). He delivers a fresh, personalized, unforgettably fun comedy experience. His clean, clever, audience-involving style is perfect for any business event.

Over the years, Tim has shared the stage with such comedy greats as Jerry Seinfeld, Ellen DeGeneres, Drew Carey, and Jay Leno. He has also appeared on ABC-TV, Comedy Central, Showtime, and Comcast. He is a regular guest on dozens of radio programs, including "The Bob and Tom Show," a syndicated comedy talk show heard on 150 stations nationwide (including Montana and Wyoming, but sadly not Alaska). The legendary "Dr. Demento Show," BBC Radio 4, and XM satellite radio have all played Tim's funny songs.

Now, one last question about laughter: laughter may indeed be the best medicine, but can you get it for \$4.00 at Wal-Mart? Hmmm.

Please RVSP for dinner meeting by Thursday, March 3rd by 5pm at napmhou@napmhou.org
to reserve your seat

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PRESIDENT'S MESSAGE



It's March so it must be Supplier Expo time, one of our more popular meetings of the year. Suppliers have been invited to set up their table tops to display their products and services. Our members have an opportunity to speak to each of our suppliers at one venue. This is not only convenient, but an enjoyable and relaxing time just to spend a few minutes getting to meet some new people or reacquaint ourselves with our regulars.

I remember in previous years when sales organizations were not allowed membership into ISM-Houston. It was for purchasing folks only. How times have changed.

Savvy supply chain managers have come to the realization that our employer organizations have much to gain by our developing healthy, collaborative relationships with our suppliers. No more do we merely perform a "3 bids and a buy" exercise. We now must explore more sophisticated, strategic methods, entering into alliances and agreements where both the buying and the selling organizations' best interests are taken into account. We now strive to foster a creative atmosphere where both sides understand and work toward a common goal. Neither comes out the winner alone. Both organizations must experience success if this partnership is going to work. It often involves a degree of transparency on both sides of the table. There are expectations from both sides too.

One of the more important expectations of a collaborative relationship is flexibility. There's going to be some give and take. Things change in business. Markets fluctuate. Never should either party assume a status of advantage over the other. Such inflexibility threatens trust.



The other aspect of a collaborative relationship and paramount to a successful one is just that—trust. Without open and honest communication the foundation of that relationship will fail. If you can't walk away from a meeting knowing what's expected by both parties and feeling confident that the truth and fair dealing will prevail from both sides, there will be problems.

We appreciate our suppliers partnering with ISM-Houston by participating in our Expo. We are pleased to now have the opportunity to invite all supplier organizations to become more involved by applying for membership. Supply Chain Management continues to evolve into a field requiring ever higher levels of expertise and experience. Utilizing our supplier base to partner with us in achieving professional and organizational goals is invaluable. Again, we welcome our suppliers to our Supplier Expo and thank them for their support of ISM-Houston.

Jo Ann Prazak, C.P.M.
President, NAPM - Houston Inc
Direct: 281.423.0343
JoAnn.Prazak@SwiftEnergy.com

Supplier Expo March 8, 2011

By Nina Cook Chair

ISM-Houston Impacts Business Enterprises with Supplier Expo

**YOUR PERSONAL INVITATION TO ATTEND!
PLEASE Encourage Your SUPPLIERS To Participate!**

Supplier Registration Deadline and Payment: Friday, February 25, 2011

Your Special Events Committee is excited to announce our annual Supplier Expo. It is one of your opportunities during our program year, to network with businesses within Houston and surrounding areas.

On Tuesday, March 8, 2011, Supplier Expo 2011 will be held at our same dinner meeting location, Sheraton Houston Brookhollow Hotel, 3000 North Loop West, Houston, TX

The Supplier Expo is scheduled to replace our usually held Pre-Meeting; the exhibit opens promptly at 4:30pm - 6:30pm. We encourage all NAPM members to encourage your SUPPLIERS to participate. We also encourage you to INVITE your colleagues, co-workers, managers and friends to attend. It's a great time to attract new members to our organization.

Supplier Invitation/Registration documents may be obtained from our organization's website:

http://www.napmhou.org/2011SupplierExpo_RegFormRev2.doc

By attending the expo and actively networking at each supplier's booth, every attendee will have a chance to enter the door prize drawings!!!

DON'T FORGET:

Supplier Expo 2011: Starts @ 4:30pm - 6:30pm replaces Pre-Meeting

Great opportunity to meet new suppliers that could add value to your supply chain!

Supplier Exhibits****Door Prizes****Networking and Fun

We are excited about your participation and look forward to seeing you and your SUPPLIERS!

Volunteers are needed in the following areas:

- Greeters
- Supplier/Exhibitor Assistants
- Door Prize Assistants
- Photographer Assistants

Nina Cook, Supplier Expo 2011 –

Event Contact (713) 970 – 7287

Teena Bell, Special Activities Chairperson

Promotions and Acknowledgements

Alfonso Saldivar, M.B.A., C.P.M. joined The University of Texas M. D. Anderson Cancer Center as Director, Sourcing and Contract Management in January. Alfonso's early purchasing career was with MD Anderson before expanding his supply chain expertise with Harris County Department of Education, Harris County, and Fort Bend Independent School District. In addition, Alfonso completed his M.B.A. at St. Thomas University in December.

ISM Satellite Seminar

“Legal and Contracting Insights for Today's Supply Professional”

Hosted By: ISM-Houston

Contracting underlies many aspects of procuring products and services. Questions often arise concerning how to draft the contract to address such issues as ethical practices, global regulations, intellectual property, licenses and social responsibility. Supply professionals are guided by laws and regulations to answer these questions. This satellite seminar will look at key considerations in the contracting process, including how to identify the terms and conditions that are important for you and your company, and how to draft an agreement that will be effective in today's business environment.

Date: Thursday, April 28, 2011

Time: 9:00 AM - 1:30 PM

(Please arrive around 8:15 AM for sign-in)

Program Length: 4 Hours

(There will be a 30 Minute break starting at 11:00 AM)

Location: Aramco Services Company
9009 West Loop South, 1st floor auditorium
Houston, Texas 77096

Cost: No Charge

To Register Contact: Dora Valdez , email:

da.valdez@aramcoservices.com

Phone: (713)-432-4174 / Fax (713)-432-8402

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

Shaun T Anderson
Cesar Ayala
Daniel Coronado, C.P.M.
Tanya Allen Ester
Conrad Doss
Jingfei Guo
Tamika Holley
Darren Kilbride
Lionel Laza
Gregory A. Lorenzen
Paula Martin
Julius Charles McCall, C.P.M.
Kaamilya McCullough
Janson McNulty
Jose E. Medina, C.P.M.
Charles W Parr
Michael Pigliacelli
Amparo Sanchez
Marianna Simmons
Kaytra Woods

Call For Nominations: James O. Cox Outstanding Member of the Year Award 2010-2011

By: Sharon Brauner, A.P.P., C.P.M. – James O. Cox Committee

ISM-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 ISM-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:

- a) Demonstrated leadership and managerial capabilities
- b) Performed their assigned tasks
- c) Attended a majority of the General Meetings.
- d) Active in NAPM activities

Nominations for the 2010 – 2011 James O. Cox Award will be accepted through the General Meeting on April 12, 2011. The nomination form is posted on the association's Website at www.napmhou.org , under [NAPM-Houston-Forms](#), under [Nominations for 2010 - 2011 James O. Cox Nomination Form](#) or may be obtained by contacting Sharon Brauner at 713-970-7279 or Sharon.brauner@mhmraharris.org.

Please take the time to recognize the outstanding member for the year.



April 14, 2011 First Ever Happy Hour – Membership Activities Committee



Come join ISM-Houston for complimentary appetizers and a great networking opportunity ! All members are invited to attend

Thursday April 14, 2011, 6:00 P.M.

Sawyer Park
2412 Washington Avenue
Houston TX 77007

[Download the printable flyer here](#)

For directions visit [Sawyer Park Houston](#)

Complimentary Appetizers

Valet parking is available at \$7.00 along with ample street parking

RSVP Filza Salim Membership Chair
Email: filza.salim@shell.com



NAPM - HOUSTON BUSINESS REPORT

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

Press Release

February 10, 2011

Houston PMI at Eight Month High! Prices Paid and Purchased Inventory Growing

The Institute for Supply Management — Houston reported this month that the Houston Purchasing Managers Index PMI was **58.2** in January. Economic activity in the Houston area has been positive for the last sixteen consecutive months and strengthened **0.6** points this last month. This is equal to April, 2010 before the 2010 high in May. 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 in early 2010. The PMI has a possible range of 0 to 100. Readings 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 seven reporting positive during January. Prices Paid was the leading indicator increasing 27 points to 39 PMI. Purchased Inventory climbed from 2 to 20. An 18 point negative economic movement for this reverse indicator, since inventory builds when demand is down, but this appears to be a positive inventory build in anticipation of an increased demand.

Employment reversed this month falling to 5 from 10 PMI last month. This is turn after four consecutive months of increase. Production at 37 and Finished Goods Inventory at 5 increased 10 points each in January. Sales increased from 27 to 32 PMI. This is the highest score thru all of 2010 and 2011. Purchases increased a modest 2 points to 24 and Lead times continued to rise from 15 to 17.

The latest Employment number indicates that our respondent's reduced hiring employment 5% from last month, but kept the employment level. This number still indicates employment is at the highest level in 2010-11. **88%** of the respondents had the Same or Increased Employment levels. This is not as good news for those looking for jobs at this time. The Houston PMI has averaged **55.6** over the last twelve months. There has been an improvement in the PMI number of **33.0%** 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:

Battery chargers for monitoring equipment, e.g. Polyol Oleate, and drivers for 6000 Gallon Tankers, Pumping services and associated products (Guar and frac sand), Miscellaneous electronic components on allocation causing delayed shipments.

Commodities UP in Price:

Prices have remained stable this month, Casting, Forging, Bar and Tubing, packaging – steel and plastic pails, cardboard, shrink-wrap, etc., petroleum based chemical compounds, and copper. Almost all suppliers have submitted one or more increases this month (some are unsubstantiated), Pumping services and associated products, Copper Rod, Natural Gas, due to severe wintery conditions, slight up tick in equipment rental, fuel, Office supplies, Steel suppliers are warning of price increases. We are not building stock but are adopting a wait and see attitude. At the same time staying on top of supply to keep the shop going, PVC, Pumps, Carbon Steel, Stainless Steel, Electrical Components, Gasoline, Precious Metals, Several electronic components prices on increase.

Commodities DOWN in Price:

Computers and components remain very competitive, Prices on the DOWN side are almost non-existent. Working with suppliers to find additional efficiencies to mitigate price increases, Contract labor.

January 2010

	UP	SAME	DOWN	N/A
Sales	49%	27%	17%	7%
Production	46%	32%	10%	12%
Employment	17%	71%	12%	0%
Purchases	34%	56%	10%	0%
Prices Paid (Major Purchases)	49%	41%	10%	0%
Lead Times (from Sellers)	24%	68%	7%	0%
Purchased Inventory	24%	51%	5%	20%
Finished Goods Inventory	17%	51%	12%	20%

Index 2010 (9 months)

MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
30	12	5	16	16	21	28	27	32
28	19	16	9	19	21	30	27	37
9	5	-2	-9	-2	-2	5	10	5
26	9	0	19	26	21	30	22	24
26	12	7	-2	5	7	9	12	39
26	21	16	19	12	12	5	15	17
19	9	12	7	2	-5	5	2	20
-12	-16	-5	0	9	5	7	-5	5

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

	Feb10	Mar10	Apr10	May10	Jun10	Jul10	Aug10	Sep10	Oct10	Nov10	Dec10	Jan11
Composite PMI	53.3	55.3	58.1	59.0	55.6	52.4	52.5	53.6	54.7	56.3	57.6	58.2

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

Subscriptions to the report are available through ISM-Houston.

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ISM-Houston, Inc.
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Address Service Requested

March 2011 Dinner Menu

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

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.