

UPCOMING EVENTS

May

- 10th ISM-Houston Dinner Meeting
19th ISM-Houston Golf Tournament

June

- 14th ISM-Houston Dinner Meeting

Check out the details for all events

www.napmhou.org

Pre-Meeting: Results Driven Supplier Diversity: Making it Infectious

Various perspectives on the importance of SD initiatives will be presented with time for Q&A near the end.

Facilitator: Susan Repka, Executive Director, Women's Business Enterprise Alliance

Non Profit Perspective: Kaamilya McCullough, Supply Management Coordinator, Neighborhood Centers Inc.

State Agency Perspective: Marian T. Nimon, MBA, C.P.M., Associate Director, UT MD Anderson Cancer Center

Corporate Perspective: Suzanne Williams, Procurement Manager, Supplier Diversity Downstream, Shell Oil

Location:
**Sheraton Houston
Brookhollow Hotel**
3000 North Loop West, Houston

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

When:
5:00 pm – Pre-Meeting
6:00 pm – Dinner
7:00 pm – Program
8:30 pm – Adjourn

May 10th General Meeting

“Building Blocks & Building Business: Supplier Diversity at Neighborhood Centers Inc.”

Discussion of the development of a formal Supplier Diversity Program for Neighborhood Centers Inc. Key areas include the impetus to begin a program, implementation of goals and strategy and challenges related to the roll-out.

Presented By:

Richard A. Huebner

President, Houston Minority Supplier Development Council



Richard A. Huebner is President of the Houston Minority Supplier Development Council, one of 37 affiliates of the National Minority Supplier Development Council.

In 1985, Huebner responded to a blind ad in the Wall Street Journal that provided a perfect match for his proven skills in association management and his passion for economic development. Today he leads 221 major corporations and more than 1,000 Minority Business Enterprises in a common mission to increase and expand business opportunities and business growth for minorities. (cont'd)

Joseph R. Britt, CPSM

**Director of Procurements and Contracts
Neighborhood Centers Inc**



After spending the majority of his career in the petrochemical and refining industries, Joseph Britt joined Neighborhood Centers Inc. (NCI) in May 2007. Joseph currently oversees NCI's supply management activities, which primarily focus on contract management and procurement. Originally from Louisiana, Joe and his wife, Lauren, relocated to Houston in the late 1990's. (cont'd)

Kaamilya McCullough

**Supply Management Coordinator
Neighborhood Centers Inc**



Joining Neighborhood Centers Inc. in 2008 as Supply Management Coordinator, Kaamilya McCullough has spent her early professional life involved in the development non-profit and not-for-profit arts organizations. (Cont'd)
All Biographies continued on Page 3

Please RVSP for dinner meeting by Thursday, May 5th by 5pm at napmhou@napmhou.org to reserve your seat

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PRESIDENT'S MESSAGE



My journey is coming to an end. I am now in sight of the final stop. A year ago I was pondering the trip on which I was about to embark. At that time it seemed that the road was long and winding, and in some ways it was. There were some bumpy spots and even some pot holes along the way. There were also many stretches of smoothly paved highways which allowed us to cover a lot of territory and make great progress.

Also, looking back, I see that perhaps I didn't get to visit all the destinations that were listed on the "travel itinerary", but nevertheless it has been an exhilarating ride. What made this past year as President of ISM-Houston most memorable are the people that accompanied me. I must give the credit to the fantastic group of professionals who have only the best interests in mind for this affiliate. They have inspired me, encouraged me and helped make serving as the 90th president a wonderful experience for both my professional and personal life.

Joseph R. Britt, CPSM – Vice President -- How fortunate I was to have you as my "co-pilot" this past year. You've kept me focused and been such a great source of encouragement. No wonder you were voted "Boss of the Year".

Kim Wren, APP – Immediate Past President – Thank you for all your counsel and help with so many things. I don't know what I would have done without your assistance.

Carol Montgomery – Secretary - You've been so dedicated to this challenging task. Thanks for your commitment.

Directors at Large: Marian Nimon, MBA, C.P.M and Sharon Malkovicz, C.P.M. – Your guidance was invaluable. You've helped me grow and I appreciate your patience and the sharing of your experience.

Local Directors: Dan Coleman, C.P.M., Sarah Ansley, C.P.M., Mara Stanfield, C.P.M. – Each of you have shown such dedication to our organization and have provided a strong leadership for years. You are each to be greatly admired.

Treasurer & Web Master: Ed Wahowski – your talent with managing the business functions of this affiliate are to be commended. Thank you for your attention to detail and for all the things you do above and beyond your role. You too have provided strong leadership for many years.

Communications: Narcy Wimberley, C.P.M. – You have coordinated the newsletter tasks flawlessly. It is a publication we can be proud of.

Membership: Filza Salim – You have added a refreshing flair to our affiliate with your new ideas and energy. Keep it going.

Professional Development: Matt Krishnan – You are indeed a true professional which has contributed so much to membership value.

Programs: Ziba Mehre, MBA – The dinner meetings and board meetings have gone so smoothly. You have been so diligent with these duties and have made it look so

Special Activities: Teena Bell, MBA – Your energy and attitude is contagious. Thanks for your coordinating the Name Change Celebration Bowling Event, the Supplier Expo and the Golf Tournament. What a great job you have done.

Marketing: Gail Fuselier – Your efforts in getting the marketing flyer completed has paid off. We have a set a professional image with your help.

Business Survey: Michael Valant, C.P.M., A.P.P. -- Your diligence is monitoring this very important survey has been critical to our affiliate's credibility and the information invaluable to the business community. Thank you.

(Continued on Page 3)

President's Message - Continued

Career Services: Hether Benjamin-Brown, MBA – The mentoring program has been a huge success. It has served to really set ISM-Houston apart from other organizations.

Health Care Buyers Group: Steve Saunders – I appreciate your commitment for the past several years. Your attitude and professionalism has been a great role model for others.

Supplier Diversity Group: Layle McKelvey – Your dedication to this very dynamic group is very evident and so important during our history of this affiliate.

Past Presidents Committee: Jackie Milhoan – Keeping our past leadership in touch with our present and future leadership is so important to our growth. You've done such a beautiful job with making this happen.

Academic Partnership: Tiffani Atkins – Your energy, ideas and fantastic attitude has been such a refreshing addition to this affiliate. Keep it going.

Awards: Sheila Ann Smith, C.P.M., A.P.P. – Thank you for keeping up with the recognition awards to our members. You've been so dependable and I thank you.

Greeters: Melinda Miller, C.P.M., A.P.P. – Your leadership with this important function is very appreciated.

James O. Cox Award: Sharon Brauner, C.P.M., A.P.P. – Thank you for your dedication to the nomination process for the upcoming 2011 recipient. Your dedication and thoroughness to this task is appreciated.

Thanks to the many other co-chairs and committee members. I am so privileged to have worked with each of you. Let's move forward toward an exciting 2011-12 year with our incoming president, Joe Britt.

Jo Ann Prazak, C.P.M.

President, NAPM - Houston Inc

Direct: 281.423.0343

JoAnn.Prazak@SwiftEnergy.com

ISM – Houston, Inc. Election of Officers

By Kim Wren – Immediate Past President

The following Officers were elected during the Annual Meeting of ISM-Houston Inc., at the April 12, 2011 General Meeting.

Vice President:

Mara Stanfield, C.P.M. – Belmont Village, LLP

Local Director:

David Allen, C.P.M. – Shell Oil

Local Director:

Sarah Ansley, C.P.M. – National Oil Well Varco

Please join me in congratulating our newly elected Officers who will begin their terms of office on June 1, 2011 with the start of the 2011 – 2012 Program Year.

Speaker Biographies – Continued

Richard A. Huebner

Under his direction, the Houston Minority Supplier Development Council has been recognized five times nationally as Council of the Year and by the Greater Houston Partnership as Houston's Greatest Non-Profit Business Organization.

Huebner serves on advisory boards of the U.S. Small Business Administration, Port of Houston Authority, Houston Community College, Unity National Bank, ACCION Texas and the NASA-Johnson Space Center Joint Leadership Team. He is active in Grand Lakes Presbyterian Church where he leads the blood drive and Habitat for Humanity programs. He currently serves as Chairman of Leadership Houston, graduate of the Center for Houston's Future and a Senior Fellow of the American Leadership Forum.

He has received numerous awards and recognitions, and was named to Best of the Decade in Supplier & Workforce Diversity by Minority Business News

Joseph Britt, CPSM

Joseph has managed contractual agreements ranging from industrial maintenance, consulting, energy, and railroad services to travel programs and manufacturing equipment. He also worked at Solvay Polymers, Inc. and INEOS Olefins & Polymers USA serving both companies in a Procurement Specialist role.

He currently serves as Vice President of NAPM – Houston, Inc., the local affiliate of the Institute for Supply Management, and will serve as President in 2011-2012. He also serves on the Institute for Supply Management's Leadership Training Committee. Joseph holds a Bachelor of Science from Louisiana State University and a Master of Business Administration from the University of Houston. He maintains his Certified Professional in Supply Management (CPSM) certification. Joseph enjoys spending his personal time training for half-marathons with his wife as well as avidly following various other sports.

Kaamilya McCullough

Prior to becoming a part of Neighborhood Centers Inc. Kaamilya began her career as the Assistant to the Director of Disaster Response – North America & Haiti for Mission to North America, helping organize and mobilize disaster response teams across the region. Her experience also includes the development of the Covenant Presbyterian Urban Ministries Summer Youth Program, dedicated to serving youth in the 10th and 11th wards of New Orleans, Louisiana.

Ms. McCullough is a native of Atlanta, Georgia and holds a dual Bachelor of Arts degree in Music and English from Xavier University of Louisiana as well as a Masters of Music degree from the New England Conservatory.

Kaamilya is active as a member of the United Way Young Leaders and The Houston Area Urban League Young Professionals and enjoys travel, theater and spending time with her dog, Sir Coltrane

New Name: ISM-Houston, Inc.

By Marian Nimon, M.B.A., C.P.M.

I am pleased to announce NAPM-Houston, Inc. is officially ISM-Houston, Inc. The transition to the new name is a process and therefore you will continue to see both name references for a little while longer.

The ISM Board met in January and formally accepted our request for the name change. Twenty-five documents were submitted upon our membership vote in order to have our request accepted for review by ISM's Board. Various documents were then submitted to the state of Texas for review and filing. We are now officially operating under the new name. The current website address will remain unchanged during the transition process as

www.napmhou.org

Thanks to all who worked toward this important milestone that will help ensure name recognition of our profession's organization.

Supplier Diversity at ISM-Houston

By: Rose Berberian, MBA, CPSM

May is all about supply diversity at ISM-Houston. Please join us for an evening of stimulating discussions about how YOU can make a difference in OUR local economy.

The pre-meeting starts at 5PM where we will present some valuable insight into how to improve your return on investment (ROI) with Results Driven Supplier Diversity: Making it Infectious. Invite your prime suppliers and encourage them to develop and expand their own supplier diversity programs by outlining why Supplier Diversity is important to their customers. Various perspectives on the importance of SD initiatives will be presented with time for Q&A near the end. Susan Repka, Executive Director of Women's Business Enterprise Alliance (WBEA), will facilitate the meeting while Kaamilya McCullough, Supply Management Coordinator for Neighborhood Centers Inc. will represent the non-profit perspective, Marian Nimon, MBA, C.P.M., Associate Director of UT MD Anderson Cancer Center will represent the perspective of a state agency and Suzanne Williams, Procurement Manager, Supplier Diversity Downstream with Shell Oil, will speak regarding the effect of supplier diversity on the bottom line.

Richard Huebner will start us off at the dinner meeting where the topic is Building Blocks & Building Business: Supplier Diversity at Neighborhood Centers Inc. Prime Suppliers are invited to stay for the dinner meeting to expand on the knowledge gained at the pre-meeting regarding Supplier Diversity programs within their own companies. Most suppliers have reporting obligations to corporate customers, but moreover, there are exciting opportunities afforded through supplier diversity. Joseph Britt, MBA, CPSM, Director of Procurement and Contract Administration at Neighborhood Centers, Inc. and Kaamilya McCullough will share the highs and the lows of building a program from the ground up.

The meetings are free. However, if you would like to partake in a fine meal during the dinner meeting, please make a reservation by 5PM, May 5, 2011 for \$27 or you may pay \$30 at the door. Reservations are recommended as the supplier diversity centric meetings are well attended and it is a great opportunity for networking!

News and Notes

By Joe Britt CPSM. – Vice President

- Our thoughts are with Tiffani Atkins as she recovers from recent surgery.
- We wish continued good health to Kim Wren while she recovers from surgery.
- We hope Sharon Malkovicz is quickly back on her feet after a minor setback.

If you have 'news' or 'notables,

Contact:

Joe Britt, CPSM

Director of Procurement and Contract Administration
Neighborhood Centers Inc., Lifting Hearts. Building Futures.

P: 713.669.5384F: 713.669.5295

jbritt@Neighborhood-Centers.org

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

Jessica Adams
Peter Azorji
Eric Barton
Laiuen Bernelle
Dennis Cannon
Joani Fischer
Melanie Fite
Leslie A. Hipp
Otuko John-Teye
Rebecca Kelley
Helen Lawley
Joanne Lock
Guillermo Lopez
Jeffrey Magee
Joe Malizia
Allison Moline
Charles Nagel
Safi A Qudsi
James R Soyars
Michelle Stevens
Douglas D Warren
Carole I Wendt
April Wilson
Carmen Winkler

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.

2011 ISM-Houston Golf Tournament Thursday May 19, 2011

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: [Golf Tourney & Trade Expo](#)
Where you will find the Players and Sponsors
Registration Forms

Come ready for the April 12 Dinner Meeting:
- To buy sets of 3 Raffle Tickets for \$5.00
- Register Players \$150.00 per Player or \$500 per Team
- Register as a Sponsor
- You can also donate golf balls and/or any other gifts
that we can include in the Raffle

April Tenures and Certificates of Appreciation

By Sheila Smith, CPM, APP - Awards Committee Chair

April brought both tenures and Certificates of
Appreciation. Congratulations to all

Tenure For The Month of April 2011

5 Years

John Gibson
Fiona Stuart
Abid Yousuf

10 Years

Hether Benjamin-Brown, M.B.A.
Joseph Richardson

Certificates of Appreciation

Sharon Malkovicz, C.P.M. – For her work on the Ad
Hoc Name Change Committee and all she has done to
facilitate a successful name change.

Nina Cook – For her outstanding efforts to make the
Supplier Expo for 2011 such a success

Seminar on Negotiation: Concepts, Applications & Opportunities

**Presented By: ISM-San Antonio, Inc.
San Antonio TX**

Date: Thursday, May 26, 2011

Time: 8:00am – 5:00pm

Where: Anne Marie's, 12475 Starcrest Dr., San Antonio,
TX 78216

Cost: Only \$200 each (Includes: Breakfast, Lunch,
Seminar, Certificate & Materials)

Credit: 7 CEHs or 7 PDUs (+1 for Luncheon)

Target Audience: Supply Mgt & Project Mgt
Professionals & SMEs in Engineering,
Production, Finance and Quality

Contact To Register: Dave Sanchez , CPSM, C.P.M.
davesanchez503@gmail.com

Instructor: Henry F. Garcia, C.P.M., PMP

May 2011 Dinner Menu

Mixed green salad
Philadelphia style grilled chicken
Buttered parsley potatoes
Seasonal vegetables
Rolls with Whipped Butter
New York style 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.

Think Service
Think Value
Think ISM-Houston

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

April 10, 2011

Houston Economy Still Expanding Prices and Purchased Inventory were Leading Indicators

The Institute for Supply Management -- Houston reported this month that the Houston Purchasing Managers Index PMI was **59.9** for March, 2011. Economic activity in the Houston area has been positive for the last eighteen consecutive months and improved another **1.3** points over last month. This continues higher than the 2010 high 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 February to March.

Prices Paid was the leading indicator increasing 15 points to 53 PMI. 55% of our participants responded that prices increased in March, 2011. Purchased Inventory, a reverse indicator, fell from 15 to 5 PMI. A falling inventory shows demand over the production levels.

Finished Goods also a reverse indicator fell from -3 to -10. Employment at 20 increased 5 points from last month. The other positive indicator was Lead Times increased to 25 PMI.

Sales at 23 fell 10 points from the high last month and Production also declined 10 points to 20 PMI for the month. The other negative for the month was Purchases, which decreased 5 points to 20.

The latest Employment numbers indicate that our respondent's increased employment 5 points while only 8% had a reduction in staff. This total number indicates employment is improving and 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 **56.5** 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, Polyol Oleate, certain HVI base oils, titanium oxide. Avoided many more shortages by providing suppliers with best effort forecasts.

Commodities UP in Price:

Pharmaceuticals and vaccines, All sizes of steel drums, clays, HVI, naphthenic and parathenic base oils, Pharmaceuticals and vaccines, Both plating and Winches are increasing by eleven percent. Steel continues to go up, Fuel, catering services, fruit and vegetables, resin related items again, diesel fuel, Pipe manufacturers announcing \$100 to \$125 per ton increases.

Commodities DOWN in Price:

Electricity, silicones and transportation. Maintaining current rates continues to be a challenge.

March 2011

	UP	SAME	DOWN	N/A
Sales	38%	40%	15%	8%
Production	30%	50%	10%	10%
Employment	28%	65%	8%	0%
Purchases	30%	60%	10%	0%
Prices Paid (Major Purchases)	55%	43%	3%	0%
Lead Times (from Sellers)	30%	65%	5%	0%
Purchased Inventory	15%	55%	10%	20%
Finished Goods Inventory	13%	45%	23%	20%

Index 2010 - 2011 (9 months)

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

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

	Apr10	May10	Jun10	Jul10	Aug10	Sep10	Oct10	Nov10	Dec10	Jan11	Feb11	Mar11
Composite PMI	58.1	59.0	55.6	52.4	52.5	53.6	54.7	56.3	57.6	58.2	59.6	59.9

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

Subscriptions to the report are available through ISM-Houston.

NAPM - Houston, Inc. is an affiliate of the Institute for Supply Management

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