

# Houston *Buyline*

March 2003

NAPM- Houston, Inc.  
Volume 8 - Issue 4

## Presidents Message

By Camillia Ward

### Supply Management Month

*F*or all you new members

and a reminder to our older members, March is the official date that ISM and all affiliates celebrate Supply Management Month, formally known as Purchasing Month. Supply Management Month provides supply management professionals an opportunity to shine, gain recognition and communicate the value of our profession to the public and within our organizations.

Now is the time to make sure we present ourselves to our companies as assets to be utilized. Make sure you add value to everything you do in your jobs. The success of your company is a result of the contributions that you make as an individual and as a department

within your organization through value-add enhancement, cost savings, market knowledge, best practices and strategic methodologies.



As members of NAPM-Houston you already recognize the importance of the purchasing profession and the contributions you make to your companies. Your commitment to our profession is why you take the time to attend the workshops and seminars our Pro-D Committee sponsors. You attend the dinner meetings where our association provides quality speakers to keep you informed on the current practices of our profession. You also network with your peers and exchange ideas on current problems within your job.

In honor of Supply Management Month, NAPM-Houston is sponsoring a Mini-Trade Fair at our March 11 meeting. Come join us at 4:30pm and meet the supplier and manufacturer representatives that are joining us to help celebrate our Month. Invite your boss and co-workers to attend. Let's show everyone how proud we are to be purchasing professionals.

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## March Speaker - Don K. Clark

By Linda Love, C.P.M.

### Topic:

### **"The Day That Changed Our Lives Forever"**

*O*n September 11, 2001, the terrorist attacks in New York and Washington, D. C., changed our lives possibly forever. No longer can we as private citizens take our safety for granted while living our day-to-day lives far away from any battle front. Our March speaker, Don K. Clark, will talk to us about that infamous day and its long-term effects from the viewpoint of a former law enforcement official.

Don is a native Texan and the retired head of the Houston FBI Division. He managed the investigation of 1993 bombing of the World Trade Center in New York and has handled many other high profile federal investigations.

He is currently employed at the Law Firm of O'Quinn, Laminack & Pirtle, and he works for KPRC (Channel 2) Television as an On Air Analyst and Consultant on Law Enforcement and related issues. He also appears frequently on CNN, BET, and PBS Cable Networks and on a variety of radio programs nationwide.

Don graduated from the John F. Kennedy School of Government, Harvard University, and received a Bachelor of Science in Engineering from Prairie View A&M University.

Please join us on Tuesday, March 11, 2003, for this very informative talk on terrorism, a war that involves us all.

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The Public Relations Committee of NAPM-Houston, Inc. publishes the Houston Buylines twelve times a year, January through December. This newsletter is provided to all association members and District II and VII Public Relations Chairpersons via email. All comments, inquiries, and suggestions are welcomed and may be submitted to *Houston Buylines*, PO Box 35698, Houston, TX 77235-5698, or directly to the editor by fax: 713-432-8244, or e-mail: [lynne.taylor@aramcoservices.com](mailto:lynne.taylor@aramcoservices.com). Also check out our worldwide website at [www.napmhou.org](http://www.napmhou.org).

# News & Notes

By Marian Nimon, C.P.M.

## Promotions & Moves:

- Eyvon Austin is off to a fresh start this new year with a job change and promotion effective January. Eyvon is the new Manager, Supplier Diversity, for The Minute Maid Company.

## Get Well:

- We wish longtime NAPM member and Programs Committee Chair, Linda Love, a speedy recovery. Linda works for SAIC.

## Congratulations:

- Nina Nelms Wagner of Minute Maid has been honored by being nominated for ISM's 2003 Charles J. McDonald Minority and Women's Business Advocate Award! Good luck, Nina!

## Congratulations to our new & recertified recipients of A.P.P. and C.P.M.:

James Christian Alexander, A.P.P. .... Original Accreditation  
Paul Mitchell, A.P.P. .... Lifetime Certification  
Paul Mitchell, C.P.M. .... Recertification  
Robert Parker, C.P.M. .... Original Certification  
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# Nominations for James O. Cox Outstanding Member

By Laurie Oberhoff, Chairman

It is time to call for nominations for the 2002-2003 James O. Cox Outstanding Member Award, to be presented at the June installation of officers and general meeting. The committee needs your help to determine the deserving recipient. Now is the time to make your nomination. The deadline for nominations is May 1, 2003. Applications are available in a 2 part form at [www.napmhou.org](http://www.napmhou.org)

Please submit via e-mail to [loberhoff@tecmag.com](mailto:loberhoff@tecmag.com), [laurie1125@earthlink.net](mailto:laurie1125@earthlink.net) or you may fax to 713-610-0274. Applications submitted through e-mail are preferred. I can be reached by phone, 713-667-8747 if you have any questions or need an application faxed to you.

# 15 Questions You Should Be Prepared to Answer During Your Interview

By Valarie Cross

Here are 15 questions that you may get asked during the interview process. It is important to have your response prepared and answer the question honestly without delay. If the best answer you have for a question(s) is not based upon your most recent job that may okay - very likely the prospective employer is looking for something he can relate to vs. when it occurred.

1. Why are you looking at opportunities outside of your current company?
2. What are your strengths?
3. What are your weaknesses?
4. What kind of manager do you work best for and why?
5. What kind of environment do you thrive in and why?
6. What do you like most about your job and why?
7. What do you like least about your job and why?
8. What is the most difficult situation you've had to deal with in your job?  
How did you handle it?
9. What is the most difficult project that you have had to complete?
10. How do you function under pressure?
11. What are your career aspirations?
12. What would your manager say about you, and why?
13. What would your coworkers say about you and why?
14. Why are you a good fit for this job?
15. Why should someone hire you?

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## Pro-D News

By Sheila Baker, A.P.P.

### Galperti Manufacturing Plant Group Tour

Several members and non-members attended our first plant tour this year at Galperti Manufacturing Plant. Galperti is an Italian based company with a manufacturing facility located in Houston near Beltway 8 and Hwy 288. The company is able to offer clients the full range of BW fittings / Forged Steel fittings covering the standard sizes in carbon steel up to specially designed fittings for a typical application. The tour began with Galperti president Rockleigh Dawson giving a brief history of the company. Scott Sanders and Rock Dawson, III, acting as tour guides, divided tour participants into two groups and explained the forging process to us all; answering all questions regardless of how outlandish they seemed. The tour ended with a door prize giveaway of which Camillia Ward, Mike Valant, and Hernan Jamarillo (UH-D student), were winners. Participants remarked how they enjoyed the tour and how efficient Galperti processes and employees were. Both Pam Washington and John Munday did a wonderful job in planning this tour. You can see pictures of this tour on the Pro-D Web site. The next group tour will be Marian Business Systems, date to be announced later.

Seminars Technical knowledge on its own is useless, unless buyers have skills to put their knowledge into action. Buyers must have organizational skills to play a larger role in the strategic dimensions of their business. "Improving Purchasing Performance", the next CAMP seminar will help attendees improve their ability to work with, and get results from, others inside and outside your company. The seminar will be held March 31 - April 1, 2003 the University of Houston - Clear Lake, 2700 Bay Area Blvd., Bayou Building, Houston, TX 77058, 8:30 a.m. - 4:30 p.m., with check-in 8-8:30 a.m.

The University of Houston Clear Lake, Center for Advanced Management Programs (Camp) also presents "The Legal Aspects of Purchasing". This workshop provides straightforward answers to critical legal questions as well as responses to everyday legal subtleties of purchasing. Attendees will gain valuable "how to" skills to enhance your career and protect your organization from legal liabilities. The location is University of Houston - Clear Lake, 2700 Bay Area Blvd., Bayou Building, Houston, TX 77058, April 2-3, 2003 from 8:30 a.m. - 4:30 p.m., with check-in 8 - 8:30 a.m.

(continued on page 5)

## Globally Speaking

By Wayne Doyle

Global Resources held a luncheon on February 20th, 2002, hosted by ABB. The speaker, Jeff Mitchell, a Field National Import Specialist for US Customs, spoke briefly about Customs rules and regulations, especially regarding importation. During the remainder of his talk, he answered questions from the attendees. It was a great opportunity to hear knowledgeable responses to questions we face every day in international business. For those new to goods importation, Mr. Mitchell provided valuable information for helping us get started correctly.

The goal of all luncheon meetings of the Global Resources Group is to provide information, which can be used to save or avoid costs in our daily activities as procurement specialists. These meetings are open to all NAPM members and their guests. You can even invite someone not in your company - perhaps this would be an incentive for them join ISM

If your company has a Department Training Initiative, they may allow you credit for attendance at this type of informative meeting. They might even buy your meal. You'll never know till you ask.

Please check the website for future Global Resource luncheon meetings and plan to attend. We'd love to see you there!

For information on the Global Resources Group please contact Wayne Doyle at [Wayne.doyle@us.abb.com](mailto:Wayne.doyle@us.abb.com)

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## NAPM-Houston Tenure Awards

By Marian Nimon, C.P.M.

Kelly E. Johnson, C.P.M. ....	20 years
Kimen Victoria Metzger, C.P.M.....	15 years
Linda "Lin" Peterson, C.P.M., A.P.P.....	15 years
Mark R. Tassin, C.P.M.....	15 years
Patricia J. Richards .....	10 years
Margaret A. Halsey .....	10 years
Joseph E. Kittle.....	10 years
Connie L. Savage, C.P.M. ....	10 years
Eileen A. Smith.....	10 years
Alvin L. Vidrine, C.P.M. ....	10 years
Joel Martinez.....	10 years
Keith A. Sergent .....	10 years
Dora A. Valdez.....	10 years
Lori L. Hahn, A.P.P. ....	10 years
Barbara Moore '93.....	10 years
Duane J. Mazoch, C.P.M. ....	10 years
Paul L. Como.....	5 years
Beverly Hughes .....	5 years
Tamara L. Bermudes, C.P.M. ....	5 years

March 2003 - NAPM- Houston

## NAPM - Houston Business Report February 10, 2003

by Douglas R. Miller, C.P.M.

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### Houston PMI Sharply Up

#### Sales Sparks Turn Job Loss Slows

The Houston economy took a sharp turn northward in January as the PMI (Purchasing Managers Index) sailed to 53.4, up eleven per cent from December's anemic 47.9. This was the highest PMI reported since August of 2001, when the PMI was on its way down from the peak in January of that same year.

Primary among the factors stimulating January's reversal was the Sales component, which had an index of 17 for the month. The Sales index had been bumping along at a slightly negative gait for the past four months. Nearly 40 per cent of survey participants reported increases in their firms' Sales for January.

An additional prime mover in the past month was the Production component, which had been reporting shrinking Production rates in thirteen of the last sixteen months. January was the first month to show growth in Production rates since February 2002.

A significant turnaround also developed in the Purchases index in the past thirty days. The Purchasing index went from -22 in December to +11 for January. The percentage of survey contributors reporting fewer purchase commitments dropped from 47 per cent to 22 per cent, while those reporting increased purchases of goods and services rose from 25 per cent to 33 per cent.

Employment levels continued to decline in January according to Houston purchasing executives, as they have for sixteen consecutive months, however the rate of loss slowed noticeably in January. If Sales and Production rates remain plus-side for longer than a month or two we could see the Employment picture brighten substantially.

Prices Paid continues to get very little attention since there is virtually no inflationary pressure visible. Eighty-two per cent of Houston supply chain pros reported seeing no change in prices in January from those they paid in December.

Lead Times continued to shrink slightly in January indicating no serious shortages of needed materials, leading to Purchased Materials and Finished Materials inventories both being further reduced in January as they have been for the past fifty-five consecutive months.

Will February give us hope of real honest-to-goodness economic growth for 2003? Odds say it's likely.

**Items in short supply:** Vaccine, raw materials for forgings, castings and bars, transformers, skilled labor, hydraulic fluids, large castings, specialty gauges, polymer seals, gasoline.

**Prices on the UP side:** Paints, castings, PVC and PVC extrusions, bar stock, forgings, stabilizers, vaccine, fuel, plastic valves, computer maintenance, telecommunications, computer software, diesel fuel, gasoline products, steel, transportation.

**Prices on the DOWN side:** Services, computer equipment, components and related items, OCTG, custom needles, screw machine work, instrumentation valving; fabrication of large towers, drums.

## Comments From Survey Participants

- "Considerable softening on the Sales side over the holiday period. Have not recovered order rate as normally occurs."
- "We continue to watch the steel market carefully.... mergers, capacity, utilization. Now also watching the LTC carrier's negotiations with the teamsters, especially after last year's carrier occurrences."
- "Orders seem to be on an increase, backlog is increased a little."
- "We are short of qualified buyers with gov't background in FAR."
- "We are seeing some positive signs of recovery, but I'll reserve any optimistic forecast for a while."
- "Mobilization will impact the procurement department. (I am on stand-by alert.) New contract, 100% renewal process."
- "Look for turn-around 1st Qtr of '03. Many orders are on hand."
- "Purchased another small competitor, adding equipment and personnel."
- "Management has revisited their '03 business plan and are now projecting sales revenues and profits to be down 18 to 21% from '02. The uncertainty of the economy, fueled by the possibility of war, has delayed major projects that affect our business."
- "Injection molders are calling for future orders. They claim capacity planning but it usually means excess capacity."
- "Market sluggish - 4th Qtr proposal load low and has not increased for 1st Qtr '03. Looks slow for 1st two Qtrs."
- "3rd Qtr 02 ended on the up side, we managed to get production back up to a satisfactory level to take advantage of oil & gas prices. The outlook for 2003 is good, although expenditures will be reduced from previous two years. Some staff reductions announced end of Oct 2002 have not yet been implemented."

(continued on page 5)

	Up	Same	Down	N/A	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Jan
Sales	39%	29%	22%	10%	+05	+06	+06	+11	-04	-05	-04	-04	+17
Production	22%	41%	22%	16%	-02	+07	-07	00	-08	-11	-08	-15	+02
Employment	13%	67%	20%	00%	-13	-13	-07	-04	-04	-11	-04	-15	-05
Purchases	35%	26%	39%	00%	-11	-05	-04	-05	-07	-16	-11	-22	+11
Price Paid (Major Purchases)	15%	81%	04%	00%	+02	+10	+11	+04	+10	-02	-04	-04	-02
Lead Times (from Sellers)	17%	72%	11%	00%	+13	+04	+06	+12	+08	-02	+07	-01	-06
Purchased Inventory	11%	28%	26%	35%	-13	-17	-15	-12	00	-13	-20	-24	-16
Finished Goods Inventory	17%	31%	26%	26%	-15	-14	-09	-17	+04	-19	-18	-10	-17

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

NAPM - Houston	02/02	03/02	04/02	05/02	06/02	07/02	08/02	09/02	10/02	11/02	12/02	01/03
Composite PMI	48.5	48.6	46.3	51.1	52.3	51.3	53.0	48.8	49.0	50.7	47.9	53.4

A reading above 50 indicates that the Houston economy is generally expanding; a reading below 50 indicates that it is generally contracting.

## Pro-D News (continued from page 3)

### Brian Long Seminars

"Fundamentals of Purchasing and Supply Management" This two-day seminar will introduce attendees to the fundamental concepts and modern techniques of purchasing and materials management. The course is primarily designed for new people entering the purchasing profession although experienced purchasers may find it helpful to benchmark with other firms in the industry. The seminar will be held March 17-18, 2003 at the AmeriSuites Hotel, 7922 Mosley Road, Houston, TX. The cost is \$395.00 per person. Registration information can be found at Brian's web site at [www.mmii.org](http://www.mmii.org).

"Negotiations for Cost Reduction" This program will feature a contemporary look at purchasing negotiations in the current economic environment. In the face of worldwide markets, many firms and organizations are turning to their purchasing departments for help in meeting the competitive challenges facing almost every business and service organization in the country. The seminar will be held 1 C.P.M. point will be earned for attending this 1-day seminar scheduled for March 18, 2003. The seminar will be held at the AmeriSuites Hotel, 7922 Mosley Road, Houston, TX. The cost is \$198.00 per person. More information is available at [www.mmii.org](http://www.mmii.org).

### 3rd Annual Roundtable Event

March is Purchasing Month and in celebrating we have scheduled our 3rd annual Roundtable Event. The Roundtable Event, comprising a series of presentations, is sponsored by the Professional Development Committee of NAPM-Houston in conjunction with the Student Supply Chain Management Association of the University of Houston-Downtown. The purpose of this event is to assist and encourage students to develop and expand their knowledge in the field of purchasing and supply chain management. Two sessions have been scheduled in the auditorium room 1073N on March 27, 2003 at 3:00 – 5:30 p.m. and 5:30 p.m. – 8:00 p.m. respectively. Snacks will be provided at each session. Please come out and show your support for the student chapter.

### New Student Officers

Congratulations to the Spring 2003 SSCMA student officers at the University of Houston - Downtown

President – Nancy Reingold

Vice-President – Jeffrey Magee

Secretary – Bernadette Benjamin

Treasurer – Paola Rivera

## Comments From Survey Participants

(continued from page 4)

- "Baring anything unforeseen, 2003 should be very similar in activity to 2002."
- "Finished goods dropped slightly below targeted level at year end. There will be a slight increase in production over sales to make up this variance."
- "Refused poly roll stock price increase. We have sold two more of our companies and are now down to 6 facilities form 26. May be down to 5 by March."
- "Increase in parts orders vs. finished assemblies."
- "We will not accept price increases."
- "We are short on skilled labor because we can't hire."
- "The job isn't fun anymore, but at least I have one."
- "Management is guardedly optimistic for first quarter. I think they have a reason to think that way. I see no marked improvement in the near future."
- "Not as many new orders as same time last month, but larger orders than last month."
- "Employment down-projects down."
- "The prospect of new ownership and new projects lends itself to a brighter 2003."
- "We have had some *real* problems with manufacturers' backorders and product recalls."
- "We are only rebuilding inventory levels after year end inventory. This doesn't mean business is improving!"
- "Slight increase in Sales, no problems, so far, in purchasing or delivery of goods."

(continued on page 7)

# A Wish for More Information Can Come True

By Lorna Sadler

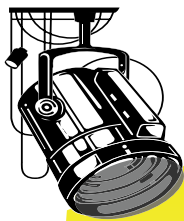
Wishes do still come true. Sometimes all they need is a little help. Like the wish to get more updates from NAPM-Houston on upcoming events.

If you are working for a company that has three or more members, what you need is a company coordinator. A company coordinator is the person that NAPM-Houston can relay up to date information to. This person in turn will pass it on to all of the other members in your company. This is probably the easiest volunteer position that you can have in our association.

With all of the changes that our city has gone through over the past year, many of our contacts have been lost. Well let's see if we can fix this problem and get all the updates out to our membership.

This is where I need your assistance. Check with the other members in your company and find out if you have a company coordinator. If there is in fact someone that says "yes, that's me", or if you would like to be the company coordinator for your company, send me a quick e-mail. Please include the following information on your correspondence: Company Name, Coordinator's Name, e-mail address, phone number and fax number.

Let's quit wishing and make it happen. Everyone should be getting updated information on the benefits that NAPM-Houston provides. Contact me, Lorna Sadler, Membership Chair, and company coordinator for 3P/EGC at [lsadler@plasticomnium.com](mailto:lsadler@plasticomnium.com), 281-774-6253 or fax 281-774-6284.



## Spotlight on Volunteers

By Lynne Taylor

The Houston Buyline's celebration of our volunteers continues this month with our Local Directors. NAPM-Houston has three local directors who represent the voice of the membership on the Board of Directors. Elected by the membership for two year terms, the Local Directors also oversee regular committee activities, keeping the board aware of committee activities and assisting the committees as needed.

Let's meet our three local Directors for this year.



Ed Lewis, C.P.M., A.P.P. has been a member of NAPM-Houston since 1994. Ed wasted no time in getting involved in NAPM activities, volunteering for the association's annual golf tournament in 1994 and then serving as the Chairman of the Healthcare Buyers Group from 1995-1997.

Currently the Assistant Director of Material Management at Texas Children's Hospital, Ed is the Secretary-Treasurer of ISM's National Medical Industry Group, a position he has held since 1997.

For the past eight years, Ed has been the NAPM-Houston Company Coordinator for Texas Children's Hospital, and a monthly contributor to the Houston Business Survey from 1997 to the present.

In his role as Local Director, Ed oversees the following committees: Career Services, Greeters, Global Resources, Archives, and the Supplier Diversity Group.



A twenty-two year member of NAPM, Carlene Jackson began her service with the Bay Area association where she was active on their annual Trade Show Committee for 3 years. Carlene transferred her membership to NAPM-Houston in 1988, lending her skills to the annual golf tournament, the Public Relations Committee, and serving as a greeter. Asked to assume the responsibilities of the Membership Activities Committee, Carlene served the required two year term, noting that "...I enjoyed it very much." Carlene has served as the Company Coordinator for Stewart and Stevenson for almost six years.

Nominated and elected to the position of Local Director in the spring of 2002, Carlene works with the following committees: Awards, Past Presidents, Petroleum Group, and Mini Trade Fairs.



Our third Local Director for this year is Mark Keiser, C.P.M., A.P.P. Mark joined NAPM-Houston in 1998. An active member of the Health Care Buyers Group, Mark was the Secretary from 1999-2002, and served as chairman of the group from 2000-2002. Marks works with the following committees: Business Survey, Health Care Buyers Group, School Partnership, E-Commerce, and the James O. Cox Award.

## Supplier Diversity Training Workshop

By Marian Nimon, C.P.M.

The Houston Minority Business Council (HMBC) and the Women's Business Enterprise Alliance (WBEA) are hosting a supply chain management workshop focusing on the value of supplier diversity as an inclusive process in March. Speakers will be presenting on Business Case, Supply Chain, Strategic Sourcing, E-Business, 2<sup>nd</sup> Tier, Supplier Scorecard, and Supplier Recognition.

### Supply Chain Management:

*"The Value of an Inclusive Process"*

Wednesday, March 26, 2003 - 8:00 a.m. - 4:00 p.m.  
5555 San Felipe, Houston, Texas

The cost is nominal at \$99.00 and includes breakfast and lunch and you will earn C.P.M. hours. The event is located conveniently in the Galleria area. Please see the enclosed flyer for details.

Payment in advance is required by credit card or check. For more information, contact HMBC at (713) 271-7805 or WBEA at (281) 931-9988 ext. 13.

# Dust Off That Swing

By Jo Ann Prazak

It's time to start thinking about our Annual Golf Tournament! The next committee meeting is scheduled for Thursday, March 20th beginning around 5:30 p.m. at the offices of Paragon Engineering located at 10777 Clay Road. Exit the Sam Houston Tollway at Clay and proceed east on Clay. The building is on the right. Park in the front. We'll meet in Training Room 1250. Dinner will be served.

This year's tournament has been scheduled for Thursday, May 22, 2003 at Cypresswood Golf Club in Spring, Texas. Spread the word and start forming your teams.

It is a four-person scramble, with a shot-gun start at 9:00 a.m. Registration begins at 8:00 a.m. There will be contests, awards and a delicious BBQ lunch served around 2:00 p.m. Raffle tickets will be sold, so you have a chance to win some great prizes. Invite your business associates, family, and friends for a fun, relaxing day.

We encourage the sale of sponsorships. Donations of items such as golf balls, clubs, bags, tees, towels, shirts, caps, coolers, or gift certificates are greatly appreciated too. These items will be given away as door prizes.

Remember this tournament is NAPM-Houston's primary fund raising event, which helps in supporting our educational goals. Our organization is a not-for-profit association offering its members an opportunity to expand professional skills and knowledge. Profits earned are earmarked for scholarships and continuing education programs and includes mentoring and internship programs with area universities.

Forms and information are available on the website. Start making your list of contacts because the NAPM Spring Golf Tournament will be here before you know it. We need your help to make it a success. So please focus on selling sponsorships, getting teams together and collecting items for the door prize give-away. We also need volunteers to help with mail-outs and golf tournament day activities. Please contact the Special Activities Chair, Jo Ann Prazak at jprazak@paraengr.com if you have any questions or if you can help in any way.



## 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.

## Pro-D News (continued from page 5)

### Scholarship/Tuition Reimbursement Information

NAPM is first and foremost an educational organization. In keeping with the structure of NAPM-Houston, the Professional Development Committee is responsible for coordinating the educational opportunities for the membership. In addition to the various seminars, the material available in our library, and the student programs for UH-Downtown, NAPM Houston's Pro-D Committee also administers the scholarship program. We have expanded the scholarship program to include tuition reimbursement to any NAPM-Houston member in good standing attending an accredited college or university. We are excited to be able to expand this opportunity to our membership and invite you to read more about it on our web site under the Professional Development Committee section Scholarship/Tuition Reimbursement Information section. There too you will find an application which will need to be completed and returned with the appropriate documentation by March, 2003.

## Student Paper Winners

By Sheila Baker, A.P.P.

The Student Scholarship Program Research Paper Writing Competition is an activity NAPM-Houston sponsors to encourage a better understanding of purchasing among college students. The program benefits students through cash awards for academic research in topics related to purchasing, colleges and universities through local recognition of outstanding student achievement, and the association through education of its members and recruitment of the best students into the profession.

The major objectives of the program are to increase student awareness of NAPM-Houston, encourage students to develop and expand their knowledge in the field of purchasing and supply chain management, reward outstanding academic achievement in the study of purchasing and supply chain management, increase student awareness of the practical applications of purchasing principles and supply chain management within actual organizations.

This semester over 30 University of Houston-Downtown students chose to compete making the competition very tough. The top four students are as follows:

**First Place: \$500.00 scholarship**  
Dwight McKenzie  
*"The Place of Reverse Auctions in Procurement"*

**Second Place: \$300.00 scholarship**  
Joe Velez  
*"Supplier Partnership:  
Patty Cake, Patty Cake"*

**Third Place: \$200.00 scholarship**  
Steven Turrin  
*"New Venture Restaurant Delicatessen  
Sandwich Make-or-Buy Decision"*

**Fourth Place: \$100.00 scholarship**  
Alyson C. Lane  
*"Importance of Strategic Thinkers:  
Supply Chain Management"*

I'd like to thank all NAPM-Houston members who participated in the judging of these papers, many of which were first time judges - Thanks!!

Return Service Requested



## Upcoming Events

**March 11, 2003**

NAPM-Houston's Mini Trade Fair

**May 22, 2003**

NAPM-Houston Annual Golf  
Tournament

Registration forms and information  
available on our website:

[www.napmhou.org](http://www.napmhou.org)

## M E N U

### March Dinner Menu

Blackened Chicken

Chef's Choice of Veg and Starch

Tossed Salad

Walnut Cream Cake

Coffee, tea

Dinner rolls

Vegetarian and chicken dinners available upon  
request. Please notify us at the time your  
reservations are made.



## General Meeting

**March 11, 2003**

Sheraton Houston Brookhollow Hotel  
3000 North Loop West

Times: 4:30 pm – Mini Trade Fair  
6:00 pm – Dinner  
7:00 pm – Program  
8:15 pm – Adjourn

\$25 R.S.V.P. by March 7th 5pm to Ed Wahowski  
Phone /Fax: (281) 494-8670  
[napmhou@pointecom.net](mailto:napmhou@pointecom.net)

Dinner reservations are due Thursday, March 6, 2003 by 5:00pm with  
cancellations no later than Friday, March 7th by 5:00pm.

Directions: I-45 to 610 West to T.C. Jester Exit – Hotel on Right

### Important Announcements:

Dinner cost is \$25.00 with reservation, \$27.00 at the door without reservation.

### Dinner Meeting Update

Please remember that the dinner meeting starts promptly at 6:00 p.m. Late arrivals, arriving after 6:15 p.m., will no longer be served dinner. It is important that we be respectful of others and not disrupt the flow of the evening. This change will take effect at the next NAPM dinner meeting.