

## President's Message - April 2002

### Messages from Presidents past

Once a year NAPM-Houston recognizes their Past Presidents and the contributions they made to our organization. NAPM-Houston is recognized as one of the leading associations in the country and that could not have happened without the dedication of volunteer leadership year after year. I've been a member since 1988 and have attended several Past President's night. As a newcomer I watched presidents from many years past, most of whom I never knew, reunite and greet each other with warmth that surpassed time and distance. Over the years, I watched friends lead our organization through many changes. I was proud and happy for them but I can honestly say that until this year, I really didn't understand what they might have felt. Here are a few messages from past presidents and what they have to say to the members today.

#### Thomas C. Todd, C.P.M., President 1977 - 1978

"Kimen, thank you for a great year of service to the Houston Association, to your fellow Supply Management peers and to the business community. You have done a great job of representing the Houston Association and I am proud of you. Please pass along my greetings to the members in the meeting and to others that may not be able to attend. Paula and I still remember our many enjoyable times with our many friends that were part of the Purchasing Agents and Purchasing Management Associations of Houston. We still maintain contact with some of the fine folk and we will always cherish our fun times with the organization. I regret that I will be unable to attend the meeting, but I will be thinking about you and our other friends."

#### Rita Cardenas, C.P.M., President 1993 - 1994

"Serving as a President of NAPM-Houston was a rewarding experience. I developed great leadership skills and more important long-time friendships during my journey with NAPM. Anyone thinking about accepting the challenge to become involved in NAPM as an officer, committee chair or committee member should not hesitate. The rewards are far greater than the time investment. You can always make time for the things you want to do!"

#### Daniel Coleman, C.P.M., President 1996 -1997

"It's the friendships and fellowship that stand out as I look back over 15 years of membership and service to NAPM-Houston. The hours spent in round-table discussions at workshops, solving the problems of NAPM and the world at large. We learned as much about budgets and leadership as we did purchasing! That, and the knowledge that we really did improve the skills and abilities of others. Those opportunities exist still at NAPM-Houston today."

#### Walter Hattox, C.P.M., President 1997-1998

"Being President of NAPM-Houston was an honor that I will always remember. The group of volunteers I had the privilege of leading made things go smoothly through my term in office. The association's strength is in its volunteers' willingness to do what needs to be done. The effort they put forth is what makes the association so great."

#### Sharon Malkovicz, C.P.M., President 2000 - 2001

"To get the most out of your membership with NAPM-Houston volunteer to help with a committee. The benefits you will receive would far out weigh the work involved."

You don't have to be president to make a difference but you might take a moment to thank those who did.

## April Speaker - Patti Muller - Smith, PhD.

By Linda Love, C.P.M.

### "RIDING CORPORATE TIDES TO SUCCESS"

Organizations continually make changes in an attempt to increase profitability. When change is not successful, they search for a reason that is external. There are some basic laws that will determine an organization's success or failure, and it has more to do with the internal structure of an organization than what is happening in the external environment. Managers who understand these laws and principles will recognize how to develop change strategies that will lead to success for their department, as well as for their organization. Attend our April 9 dinner meeting to learn how these principles can be used at any level of an organization and provide techniques that will assist managers to recognize how their own patterns of behavior might be adjusted to increase personal success.

Our April speaker is Patti Muller-Smith, PhD. Patti is a private consultant after 24 years as Director of Education at Saint Francis Health System. Her corporate clients include hospitals, building contractors, law firms, medical practice groups, and the military. She was a workshop presenter at the 54th Annual Southwest Purchasing Conference in Tulsa in September 2000.





**EXECUTIVE BOARD**

Kimen V. Metzger, C.P.M.  
*President*  
Compaq Computer Corporation  
kimen.metzger @compaq.com

Camillia Ward  
*Vice-President*  
Daniel Division Emerson Process Group  
cward@danielind.com

Laurie Oberhoff  
*Secretary*  
Tecmag, Inc.  
loberhoff@tecmag.com

H.L. "Doc" Stelzer, C.P.M., A.P.P.  
*Treasurer*  
docstelz@swbell.net

Sharon Malkovicz, C.P.M.  
*Immediate Past President*  
Compaq Computer Corporation  
sharon.malkovicz@compaq.com

**STANDING COMMITTEES**

Carlene Jackson  
*Membership Activities*  
Stewart & Stevenson  
c.jackson2@ssss.com

Wayne Auzenne  
*Professional Development*  
DOMCO Products Texas, L.P.  
wayne.auzenne@domco.ca

Linda Love, C.P.M.  
*Programs*  
ExxonMobil Upstream Technical  
Computing Company  
linda.l.love@exxonmobil.com

Lynne S. Taylor  
*Public Relations*  
Aramco Services Company  
lynne.taylor@aramcoservices.com

Joy Bridwell, C.P.M.  
*Special Activities*  
Air Liquide American Corp.  
joy.bridwell@airliquide.com

**DIRECTORS AT LARGE**

Elayne Duncan, C.P.M.  
sradunc@swbell.net

Kathy Silverberg, C.P.M.  
*Reef Industries*  
ksilverberg@reefindustries.com

**LOCAL DIRECTORS**

Sharon E. Brauner, C.P.M.  
*ONDEO Nalco Energy Services*  
sebrauner@ondeo.nes.com

Edward Lewis, C.P.M.  
*Texas Childrens Hospital*  
elewis@texaschildrenshospital.org

Marian Nimon  
*UT MD Anderson Cancer Center.*  
mnimon@mdanderson.org

## April Pre-Meeting

Teflon Applied to e-Procurement  
By Rick Ankrum, C.P.M.

In conjunction with the April 11th satellite seminar topic "Doing Business Electronically: Selecting the Best Options", the April 9th Pre-meeting will look at how Business-to-business e-commerce attempts to remove the friction in the supply chain. Much like Teflon has made cooking "no-stick", the pursuit of e-procurement software companies was supposed to remove the stickiness between trading partners. But was the marketing by press-release really producing the promised results procurement professionals were being told?

We will also look at some of the methodology and define some of the "new" acronym buzzwords being tossed out in the marketplace. In addition, we will discuss what we see as the future direction for e-sourcing/e-procurement.

## James O. Cox Award Nominations Due

The 2001-2002 James O. Cox Outstanding Member Award will be presented at our June dinner meeting. We need your help to determine the deserving recipient and now is the time to advise your choice! Please contact Doc Stelzer for a nomination form. Email: docstelz@swbell.net

## Newsletter Staff

<i>Lynne Taylor</i> Chair/Editor	<i>Rashid Khalfe</i> Co Chair
<i>Valerie Cross</i> Senior Photographer	<i>Becky Dorn</i> Executive Consultant

The Public Relations Committee of NAPM-Houston, Inc publishes the Houston Byline twelve times a year, January through December. This newsletter is provided to all association members. All comments, inquiries, and suggestions are welcomed and may be submitted to Houston Buyline, P O Box 771203, Houston, TX 77215-1203, or directly to the editor by fax (713-432-4439), or e-mail (lynne.taylor@aramcoservices.com). Also check out our worldwide website at www.napmhou.org.

## News & Notes

By Camillia Ward

Congratulations to Marian Nimon upon receiving her C.P.M. in February.

If you have 'news' or 'notables,' contact:

Camillia Ward  
Emerson Process Management/Daniel Division  
Phone: 713 827 5165  
Fax: 281-518-3822  
e-mail: cward@danielind.com

## April Tenure

By Mercedes Howell

20 years  
Sharon J. Malkovicz C.P.M.  
Arthur C. Blevins

15 Years  
Gary Keathley C.P.M.

10 Years  
Douglas C. Hunt C.P.M., CPIM  
R. Dean Self

5 Years  
Louis Charles  
Rick A. Lehrmann  
Larry D. Snader  
Scott Crain

### NEW MEMBERS

Would you like to win a FREE meal?  
Register at our New Member table prior to our April meeting for a FREE dinner in May!

CHECK US OUT ON LINE AT  
[www.napmhou.org](http://www.napmhou.org) OR [www.napm.org](http://www.napm.org).





## AWARDS COMMITTEE

By Mercedes Howell

Last month, NAPM Houston paid tribute to some of the people that help us achieve our success every day. Members took time out of their busy schedule to honor and commend the jobs performed by their Inside Sales, Outside Sales and Suppliers for 2002. Nominees for Inside Sales, Outside Sales and Supplier of the Year are as follows:

### Supplier of the Year 2002

Office Systems - Jack Stargel  
Office Depot - Michael Jewell  
Corporate Express - John Ready / Mark Neely  
Mead Johnson - Wendy West  
Triad Marketing U.S.A. - William Turo  
Alloy Products, Inc. - Roger Spear  
ChemCentral Southwest - Marc Kohut

### Inside Salesperson 2002

Joni Worthington - Vopak USA  
Rudy Villarreal - W. W. Grainger  
Brenda Themis - Kwik Copy  
Leticia Huchinson - Cardinal Health- National Speciality Services  
Mark Boydston - DocuGraphiX  
Wendy Dillon - Apple Computer  
Tommy Parker - Red Man Pipe & Supply  
Rick Numann - Alloy Products Inc.  
Teri Chambers - Stargel Office Systems  
Mark Turner - Wilson Supply

### Outside Salesperson 2002

Joe Lang - Brawner Paper Company  
Lary Barton - CompuCom Systems, Inc.  
Pat Blair - Mountain Products  
Toya Owens-Shepard - Boise Cascade  
Anthony Burgs - United Parcel Services  
Pat Mooney - W.W. Grainger  
Tana Allison - McKesson Medical Surgical

### 2002 Winners

#### *Supplier of the Year*

Triad Marketing U.S.A. - William Turo  
David C. Parrott, C.P.M., A. P.P.

#### *Inside Salesperson*

Tommy Parker - Red Man Pipe & Supply  
Nominated by: Larry Arnold - Dynegy Inc.

#### *Outside Salesperson*

CompuCom Systems, Inc. - Lary Barton  
Nominated by: Marion Nimon - M. D. Anderson Cancer Center

## SCHOLARSHIP RECIPIENTS

By Sheila Baker, A.P.P.

NAPM-Houston is proud to honor the 2001 scholarship recipients for the Fall Student Research Paper Writing Competition. The Professional Development Committee sponsors this contest bi-annually, in the fall and spring of each year, and members volunteer to judge the papers submitted for this annual event. We would like to thank all the contest entrants for their hard work and dedication to the purchasing and supply chain management profession.

The Pro-D Committee would also like to extend their appreciation to the NAPM-Houston members who volunteer their time twice a year to make this competition a success. It is because of the involvement of these volunteers that this project is possible.

The 2001 scholarship recipients for the Fall Student Research Paper Writing Competition are:

1st place	Warren Peieira	\$500.00 Scholarship
2nd place	Sylicia Smith	\$300.00 Scholarship
3rd place	Michael Darden	\$200.00 Scholarship
4th place	Stefanie Cotton	\$100.00 Scholarship



Warren Peieira



Sylicia Smith



Stefanie Cotton

Michael Darden

### CAPTION:

Wayne Auzenne, Chairman of the Professional Development Committee, presents the scholarship awards to our winners, Warren Peieira (top); Sylicia Smith (middle) and Stephanie Cotton (bottom). Our third place winner, Michael Darden, was unable to attend the General Meeting on February 12th when the scholarship awards were presented.

## BUSINESS SURVEY LUNCHEON PLANNED

By Doug Miller, C.P.M., A.P.P.

The fourth annual Business Survey "Appreciation Luncheon and Roundtable Discussion" will take place in mid April, 2002. All regular survey contributors and NAPM - Houston officers and directors are invited to attend. Watch the NAPM - Houston website for the exact date and location. By the time this article is in your hands the details of the luncheon should have been posted and publicized.

This luncheon provides the opportunity for the Association to say "Thank You" to the contributors who have served so faithfully, some for as long as eight years, and without whom there would be no report. It also allows the committee chairs an opportunity to solicit comments from the contributors regarding the effectiveness and applicability of the report. We hope to see all survey members at the luncheon.





National Association of  
Purchasing Management - Houston, Inc.  
PO Box 771203 - Houston, Texas 77215 -1203

## NAPM - HOUSTON BUSINESS REPORT

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

March 11, 2002

Copyright 2001 by NAPM-Houston, Inc. All Rights Reserved

713-988-7306

# ECONOMY REBOUNding

## SALES ENDS SLIDE

## JOB LOSS SLOWING

The February PMI (Purchasing Manager's Index) clearly indicates a turnaround is in process in Houston's economy. The index for February is 48.5, a full point better than January's 47.5. This appears to mark a path back to economic expansion after the PMI has spent the past five months below the break-even point. By comparison, the national PMI has breached the break-even point this month after eighteen consecutive months of contraction. And in Texas, the Dallas/Fort Worth PMI has now been below 50 for fifteen consecutive months. The low point in D/FW was in the mid-thirties compared to Houston's mid 40's.

The February Sales component of Houston's PMI was at zero, after four months of declining numbers. This improvement seemed to be foretold over the last sixty days, however the magnitude of the move implies a solid foundation for Sales growth over the next month.

Production levels also improved significantly in February according to Houston supply chain executives. The Production index for February was reported at +1, as opposed to January's -16. 20% of survey respondents reported an increase in production output in February, with only 19% reporting decreases.

The Employment segment of the PMI showed marked improvement in February with the index going from January's -20, where the index had been for three months, to -12, an improvement of about 40% over the prior month. With Sales and Production levels in or about to be in positive index territory, Employment will likely follow shortly.

Purchases are still being reported as falling for the sixth consecutive month with nearly half of surveyed firms cutting their buying in February.

Prices are nearly flat for the second consecutive month, with no immediate inflationary pressure in evidence.

Inventories continue to be reduced although at much slower rates than in the past four months.

It appears likely that Houston's PMI will be at or above the 50 mark in the next 30-60 days, with extended growth to follow. This return to growth will be occurring earlier than was anticipated and could precede a very healthy economic picture in Houston for the second half of 2002.

**Items in short supply:** 110 BHP diesel engines, PC components, casing, custom suture, hydraulic valves & gauges, SS adapters & valves, nurses, castings, valves, ammunition bunkers, breakers, contactors.

**Prices on the UP side:** tools for machine shops, printing, shipping rates, custom plastic tubing, insurance, fuel surcharge (freight), scrap surcharge (steel), vaccines, electronics, band saw blades, tooling, fittings, electrical components, forgings, castings, domestic ERW line pipe, highly engineered components, engine repairs, freight, steel, uniforms, transportation, polypropylene, bearings, corrugated steel.

**Prices on the DOWN side:** Hard drives, OCTG, surplus pipe, shipping and janitorial supplies, stainless, corrugated boxes, steel flat bar, computer components, fuel, mechanical tubing, honing, pipe, rebar, satellite comm. costs, MRO, polycarbonate, paint, glass, elec. components, PCBA's PC's & peripherals, gaskets, fasteners.





## Comments from Survey Participants

“We are watching carefully the idling capacity by producers of certain commodities. This is surely being done for pricing and inventory reasons, but a quick upturn in the economy may adversely affect lead times.”

“Air cooler deliveries are starting to extend due to increased shop workloads. This is a good sign-but beware of price implications.”

“Starting to deplete backlog, new sales projected based on gov’t release of funds is trickling in.”

“Capital expenditures for budget CY02 essentially axed. Sales forecast for 02 flat.”

“New year price increases are hitting. Some down-sizing taking place.”

“Sales have picked up again. We were planning to cut employees to 60 hours/week. Can’t do it now that orders have picked up.”

“We are ramping up slowly for drilling in 1st QTR. Outlook for 2nd QTR is strong.”

“Business still slow, picking up slightly. Employees still being cut to keep up with down sales.”

“Steel price increases are going to appear shortly due to FTC anti-dumping tariffs being imposed. Domestic producers will seize this opportunity.”

“Beginning to see some softening in the oil and gas sector.”

“Stainless surcharge will increase for the 3rd consecutive month.”

“Along with all procurement for 12 facilities, I have 24 cost saving projects in the works. No stone is being left unturned.”

“We are all being asked to economize and obtain lower pricing from vendors.”

“Our shop is very busy building product to meet committed orders due out in the next 6 weeks. However, new business for our standard product line has virtually disappeared. Not sure what is going on in the marketplace.”

“Another reorganization in the wind! I have been downsized, upsized, one-sized, undersized, hung out, hung up, bought, sold traded, borrowed. Somehow it doesn’t matter anymore.”

“The oil patch seems ready to start moving upward, again.”

“We are developing a finished goods inventory for a certain number of units that are regular movers.”

“Everything is so good, humming along, I’m waiting for the problem or opportunity.”

“Extremely low level of new sales orders... production building to stock (finished goods inventory). More workforce downsizing is inevitable.”

“Having to order smaller quantities which is raising prices paid.”

“Business is BAD, employment down, work in shop very slow, trying to reduce inventory.”

“Orders are the same but slow-downs are indicated.”

“Upturn in our EPC business is stabilizing.”

“Concern with pressure for private labeling companies for larger discounts and requirements to produce new models in shorter time frame.”

“Business is at or near the levels normally expected this time of year. We have stabilized our current level of finished goods inventory and expect to increase production by summer.”

“Homeland security is having a positive impact on workload.”

### FEBRUARY

### Index 2001/2002 (9 months)

	UP	SAME	DOWN	N/A	JUNE	JULY	AUG	SEP	OCT	NOV	DEC	JAN	FEB
<b>Sales</b>	26%	39%	26%	09%	+27	+15	+12	+09	-24	-14	-15	-10	00
<b>Production</b>	20%	44%	19%	17%	+21	+14	+08	00	-14	+04	-14	-16	+01
<b>Employment</b>	07%	74%	19%	00%	+19	+16	+18	+08	-10	-20	-20	-20	-12
<b>Purchases</b>	15%	37%	48%	00%	+41	+15	+10	-05	-12	-20	-29	-20	-33
<b>Price Paid (Major Purchases)</b>	13%	72%	15%	00%	+08	+15	00	+06	+05	-18	-23	00	-2
<b>Lead Times (from Sellers)</b>	17%	67%	17%	00%	+17	+33	+16	+15	+01	-03	-03	00	00
<b>Purchased Inventory</b>	09%	26%	24%	41%	+02	-06	+04	-02	-15	-22	-23	-25	-15
<b>Finished Goods Inventory</b>	17%	28%	20%	35%	-15	-22	-06	+03	-27	-17	-18	-14	-03

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

NAPM - Houston	03/01	04/01	05/01	06/01	07/01	08/01	09/01	10/01	11/01	12/01	01/02	02/02
<b>Composite PMI</b>	60.3	61.7	55.8	59.5	58.5	54.6	51.9	48.6	48.1	46.1	47.5	48.5





## SEMINARS

All of the programs listed below are offered by the Center for Advanced Management Programs (CAMP) at the University of Houston Clear Lake. Program dates are subject to change. For additional information or to register for any of these seminars, contact the Center for Advanced Management Programs (CAMP) at the University of Houston Clear Lake at (281) 283-3121 or E-mail [camp@cl.uh.edu](mailto:camp@cl.uh.edu)

**THE LEGAL ASPECTS OF PURCHASING  
UNIVERSITY OF HOUSTON - CLEAR LAKE CO-SPONSORED SEMINAR  
MONDAY - TUESDAY MAY 20 - 21, 2002**

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.

**ESSENTIALS OF PURCHASING  
UNIVERSITY OF HOUSTON - CLEAR LAKE CO-SPONSORED SEMINAR  
WEDNESDAY - THURSDAY MAY 22 - 23, 2002**

This workshop will deal with solid, put-it-to-use, practical materials based on vast experience and proven methods. You will find the answers you need in just two days at this seminar -getting the best deals from suppliers, understanding the supply chain concept, implementing the Procurement Card, inventory valuation techniques, and much more.

**ADVANCED PURCHASING STRATEGIES  
UNIVERSITY OF HOUSTON - CLEAR LAKE CO-SPONSORED SEMINAR  
MONDAY - TUESDAY SEPTEMBER 16 - 17, 2002**

This seminar will be of interest to purchasing professionals who already know the fundamentals but need to implement strategies that have a big impact on overall purchasing effectiveness.

**ESSENTIALS OF PURCHASING  
UNIVERSITY OF HOUSTON - CLEAR LAKE CO-SPONSORED SEMINAR  
WEDNESDAY - THURSDAY SEPTEMBER 18 - 19, 2002**

This workshop will deal with solid, put-it-to-use, practical materials based on vast experience and proven methods. You will find the answers you need in just two days at this seminar -getting the best deals from suppliers, understanding the supply chain concept, implementing the Procurement Card, inventory valuation techniques, and much more.

**IMPROVING PURCHASING PERFORMANCE  
UNIVERSITY OF HOUSTON - CLEAR LAKE CO-SPONSORED SEMINAR  
MONDAY - TUESDAY OCTOBER 28 - 29, 2002**

Technical knowledge on its own is useless, unless buyers have the skills to put their knowledge into action. Buyers must have organizational skills to play a larger role in the strategic dimensions of their business. This program will help attendees improve your ability to work with, and get results from, others inside and outside your company.

**THE LEGAL ASPECTS OF PURCHASING  
UNIVERSITY OF HOUSTON - CLEAR LAKE CO-SPONSORED SEMINAR  
WEDNESDAY - THURSDAY OCTOBER 30 - 31, 2002**

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.





## UPCOMING C.P.M. REVIEW SEMINARS

NAPM-Houston's Pro-D committee will be offering 2 C.P.M. Review seminars during 2002.

The dates and tentative information are listed below. Please check the Pro-D page on NAPM-Houston's web site at [www.napmhou.org](http://www.napmhou.org) and future issues NAPM-Houston Buylines for additional details, as they become available.

Your best source for accurate, up to date information concerning the certification program and exams is always ISM's web site at [www.ism.ws](http://www.ism.ws).

**Saturday May 18, 2002**

**7:30 AM - 5:00 PM**

### **C.P.M. REVIEW w/DIAGNOSTIC DISCS**

This program will be held at the University of Houston Downtown campus.

The review will allow attendees to practice by taking the computerized versions of up to 2 modules of the exam in an atmosphere similar to the actual testing atmosphere. There will be discussion sessions after the testing to review questions and answers that will give attendees an opportunity to discuss topics and better understand some of the sample exam questions.

The actual number of exam discs we have available will limit the number of attendees and registrations will be taken on a 1st come 1st serve basis only.

Registration forms will be available on NAPM-Houston's web site by the end of February and will also be available at the March and April general meetings.

**Friday - Saturday October 18 - 19, 2002**

**8:00 AM - 5:00 PM**

### **PRESENTED BY DR. RUSSELL MOREY**

This will be a traditional classroom style review seminar. Attendees will have the choice of attending on Friday for modules 1 and 2, Saturday for modules 3 and 4, or both days which will cover all 4 modules.

No other details have been confirmed for this program yet but registration forms should be available sometime during August or September.

## **GOLF TOURNAMENT & MIXER NEED YOUR SUPPORT!**

The NAPM-Houston Annual Golf Tournament is set for Thursday, May 23, 2002 at the Cypresswood Golf Club. The Special Activities Committee needs volunteers to help make the 2002 tournament a success!

There are many things you can do to help out, without joining a committee or playing in the tournament. Here are a few of the ways to get involved:

- Ask your company to donate a prize for the raffle, or even a dozen golf balls. It's free advertising for the company.
- Fax your suppliers the details on the golf tournament & mixer.
- Sell at least two golf tickets.
- Buy a ticket and attend the mixer after the tournament.

Get involved! Share the fun of this event with your fellow members.

For more information call Joy Gibson at 713 215-8871 or email [joy.gibson@mustangeng.com](mailto:joy.gibson@mustangeng.com)





## April Dinner Menu

Blackened Chicken  
 Chef's choice of vegetables and starches  
 Tossed Green Salad  
 Assorted dinner rolls  
 Fudge chocolate cake or Pecan Pie

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

## General Meeting

April 9, 2002  
 SHERATON HOUSTON BROOKHOLLOW HOTEL  
 3000 North Loop West  
 Times:  
 5:00pm - Pre-Meeting: "Teflon Applied to e-Procurement"  
 6pm - Dinner  
 7pm - Program  
 8:15pm Adjourn

\$25 R.S.V.P. by April 4th at 5pm to Ed Wahowski  
 Phone /Fax: (281) 494-8670  
 Email: [naphou@pointecom.net](mailto:naphou@pointecom.net)  
 Dinner reservations are due Thursday, April 4th 5:00pm with cancellations no later than Friday, April 5th by 5:00pm.  
 Dinner cost has increased to \$25.00 with reservation, \$27.00 at the door without reservation.

Return Service Requested

Presorted First-Class  
 U.S. Postage  
 PAID  
 Houston, TX  
 Permit No. 7714