

Houston *Buyline*

April/May 2003

NAPM- Houston, Inc.
Volume 8 - Issue 5

Presidents Message

By Camillia Ward

So Long, Farewell, Adieu

*I*t seems like yesterday, I was gathering my 2002-2003 Board, making arrangements for the June installation, setting the dates for the ISM and NAPM-Houston's Summer Workshops. September came and we had our first volunteers sign up as committee members at the Volunteer Fair and now it is May, the end of my term as your President.

This year has been very fulfilling for me both professionally and personally. We have been able to provide quality speakers at our meetings, educational opportunities for our members to reach the goal of obtaining their C.P.M./A.P.P. certifications and networking venues for our members.



My main goal was to impress upon you, our members the rewards of volunteering. This year we have had new members who volunteered to chair and co-chair our Special Activities Committee. A new member volunteered to co-chair our successful March Mini Trade Fair. Our Pro-D committee volunteers have hosted some great seminars, workshops and plant tours. This association's strength is in its volunteers' willingness to do what needs to be done.

Those of you who have taken a leadership role in the association realize how motivating it can be working with the great group of people we currently have on our Board. The success of this year belongs to you volunteers for your dedication and hard work. Thank you for your support and participation in the leadership of the association this past year.

I want to thank NAPM-Houston for the opportunity to serve as your President for the 2003-2003-program year. It's been a wonderful year.

May Speaker: Susan Carnahan

Topic: "What's Sex Got To Do With It?"

A Guide to Understanding the Real Differences in Communicating with the Opposite Sex

By Linda Love, C.P.M.

*J*oin Susan Carnahan as she presents a fun, fair and square look at the differences in the way men and women communicate. We all know it's often not what you say, but how you say it, that counts. The success or failure of any relationship with your customer, your boss, your associate or your kids, depends on conversational signals and how they mesh or clash with other's style. Susan enthusiastically evaluates these contrasts through humor, facts and documented research, then relates it to the every-day situations in your life. This is an interactive session and promises to change the way you listen to, speak to, and perceive the opposite sex.

Susan has been on the speaking and training circuit for 14 years, speaking to over 150,000 people across the United States and Canada. She has shared the platform with such professionals as General Colin Powell, Barbara Bush, Barbara Walters, and fighter pilot Scott O'Grady. Susan has appeared on CNN Live speaking on communication between the sexes. Her latest book, *Motivational Leaders*, has just been released. She is also the author of the audio learning programs, *Lessons in Leadership* and *What's Sex Got To Do With It?* She is President of Carnahan Presents! And hails from Kansas.

This presentation is hilariously funny and so true. Join us for a really fun evening.

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News & Notes

By Marian Nimon, C.P.M.

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

Frank Reilly, C.P.M. *Newly Certified - Original Life*
Clark Alexander, C.P.M.
Rodney Davis, A.P.P. *Original Certification*

Tenured NAPM Members

Larry E. Thieme, C.P.M. 30 years
Mark W. Zehnder 15 years
Dean M. Hickman 10 years
Yousef M. Basrawi 10 years
Alousine M. Bangura 5 years
Florence R. Riley 5 years
Mercedes Howell 5 years
David M. Pender, C.P.M. 5 years

On the Job Front

- We are pleased to announce that Mark Granville has a new position as Purchasing Manager at AEGIS.
- Congratulations to Jo Ann Prazak as she celebrates her fifth year with Paragon Engineering in April. Jo Ann is the Special Activities Chair.

Anniversaries

- Mr. And Mrs. Art Blevans will celebrate their 35th year of marriage on June 10th. Art is employed by Walkup Company. Happy anniversary!

Get Well Wishes from NAPM-Houston

- Get-well wishes to Brian Foster who has been ill. Brian works for the Medical Clinic of Houston and recently did a fantastic job as Committee Chair of Mini-Trade Fairs.
- We wish the best to Laurie Oberhoff who is recovering from a recent knee injury. Laurie is employed by Tecmag, Inc. and chairs the Cox Award for NAPM-Houston.

In Sympathy

- Past Presidents, George H. Stewart (President 1974 – 1975) passed away on October 11, 2002. George's family shared that he was "very proud to be both a member and President of such a fine association." Our deepest sympathies go out to his family.

Moves

- Lu Bergstrand, C.P.M. has completed her move to Florida. Friends may write to Lu at: 2520 Begonia Drive, Middleburg, FL 32068 Ph: 904-406-2950

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

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Global Resources Group

By Wayne Doyle

*O*n March 4, 2003 the Global Resources Group hosted Mr. Les Robb of the U.S. Customs Service. Les was the third of our specialists dealing with Exportation and Importation. Mr. Robb began his career with U.S. Customs in Los Angeles in 1987 and then transferred to San Angelo the following year to become part OF THE Customs Department's airborne narcotics interdiction program. In 1992, Les moved to Puerto Rico as part of the same unit. In 1995, he came to Houston where he was involved with "Strategic" investigation. This activity concentrates on the illegal exportation of firearms, munitions, military equipment, exports to sanctioned and embargoed countries and dual use items which can be used for weapons, etc.

Les explained that the U. S. Customs Service is now the Border and Transportation Security Agency and is part of the Department of Homeland Security. His particular group, the Bureau of Immigration and Customs Enforcement (Agents/Investigators) which includes the former Office of Field Operations (Inspectors/Import Specialists) are now titled Bureau of Customs and Border Protection.

Les is a special agent in Project Shield America, primarily concerned with nuclear, chemical, biological and missile delivery systems. His position involves business outreach to educate industry regarding import/export laws and to obtain assistance and cooperation of companies involved in the manufacture, sale and export of U.S. origin high-technology and munitions items.

His presentation included case histories of violations, export management systems and export control laws and was well received by those present.

The Global Resources Group is attempting to get a speaker from C TPAT, the Customs Trade Partnership Against Terrorism for our next meeting. This organization works closely with business to reduce the amount of inspection required by those companies who desire to become partners with the Department of Homeland Security.

Professional Development Committee Buyline Articles - for May, 2003

3rd Annual Roundtable Event

The Roundtable Event is an activity sponsored by the Professional Development Committee of NAPM-Houston in conjunction with the Student Supply Chain Management Association of UH-D and is designed to assist and encourage students to develop and expand their knowledge in the field of purchasing and supply chain management. March is the designated month for the event because March is purchasing month for NAPM-Houston. This was the third year for this Event and we were both proud and honored that the professors agreed to allow the students to participate. The event was held in two sessions to accommodate the students and generate participation. Steve Smith, C.P.M., CIRM of Shell Chemical kicked-off the first session with his presentation "An Overview of Reverse Auctions". Valarie Cross, the chair of Career Services spoke to the students regarding "Dealing with Difficult People" and also spoke a little about "Dress Codes for the Office". Both subjects sparked lots of discussion from the students. Steve Saunders, C.P.M. and Co-Chair for Career Services wound up the first session with a wonderful presentation entitled "You've Got the Job - Now What?". Steve's presentation included a story about a personal accomplishment that inspired me as well as the students.

Our second session opened with Nina Nelms-Wagner, chair of the Supplier Diversity Group, presenting "What is Supplier Diversity" which was very well received by the over 60 students who attended this half. We saved the best for last with Camillia Ward's, president of NAPM-Houston presentation "Leadership and the Importance of Volunteering" Camillia's presentation inspired several of the students to sign-up as volunteers for the May 22nd Golf Tournament!

I'd like to thank all our guest speakers for taking time out of their already busy schedule to speak with the students. I'd also like to thank the professors at UH-D for

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IRS 501 (C) 3 Status Update

By Kathy E. Silverberg, C.P.M

*A*t the beginning of the 2001-2002 program year, president Kimen Metzger asked me to begin the process of researching options by which NAPM-Houston, Inc. could change our tax exempt status with the IRS from 501 (c) 6 to 501 (c) 3. Other members who have been involved in the information gathering process to this point include Doc Stelzer (past treasurer), Doug Miller (past president) and Elayne Duncan (current treasurer) as well as Kimen Metzger (immediate past president) and Camillia Ward (current president).

During this information gathering process, it has been determined the easiest way to achieve the goal of 501 (c) 3 tax exempt status is to create a brand new organization and start over from the very beginning. Once the new organization obtains the IRS classification, all activities, members and monies of NAPM-Houston will be transferred to this new organization. The transfer of operations is expected to take about 1 year from the time we receive IRS approval. Once that transfer is completed, the existing organization (NAPM-Houston, Inc.) will be dissolved.

The first step in the process of creating a new non-profit organization is to become incorporated within the state of Texas. Since NAPM-Houston is already incorporated in the state of Texas, we will not be able to use the same name. We must choose a new name for the new organization and file articles of incorporation with the secretary of state's office.

To this end, Jim Batt was asked to chair an ad-hoc committee to recommend a new name to the board of directors. At the February 18 board meeting, Jim presented a list of 4 possible names his committee selected from an original list of about 50 submissions. The board agreed

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NAPM - Houston Business Report April 10, 2003

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

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Comments From Survey Participants

- "Three month backlog, working plenty of overtime, hiring some people back, forecast is cautiously positive. Things are much better (PTL)!"
- "Business for us is very slow at this time."
- "Business decisions are slower than usual for major spending. Selective hiring in some areas to support recent increase in Sales. Lead time increasing."
- "Prices are on the Up side for some types of raw material."
- "Still waiting for the BIG turn in economy."
- "Distributors say that the price increase on OCTG might hold due to the fact that mills cut back based on lack of demand and distributors were working off inventory which is lower now."
- "High natural gas is a real problem, it will take away the little margin we have. Utilities in general are hurting our business."
- "The increased price of oil is starting to impact the price of resin. We're seeing our first increase in 2003."
- "It's nice to see that even in today's economy we are still hiring!"
- "I am sure increase in price of gas and oil will affect a lot of our prices in the future."
- "Holding steady, signs of squeeze to pull products out the door starting. We continue to make our forecast. Things are good!"
- "Capital purchases and expense items (i.e. travel, entertainment, operations items) have been curtailed at least for the first quarter and may continue in force for the second Quarter as well. Backlog of work is down. We are bidding on some nice projects, but not sure if and when they will be released to buy."

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Economy Looks Serious About Growth

Employment Still Slipping Prices Apparently Firming

The Houston economy, as measured by the PMI (Purchasing Managers Index), chalked up three consecutive months of growth in March, following January and February readings that were also above the 50 (break-even) point. After finishing the last third of 2002 slightly below the break-even mark, the PMI seems to be building a base of economic strength that just may be a precursor to a much stronger second half. March came in at 54.0.

One negative component of the PMI remains, and although Employment has now been in contraction for eighteen consecutive months, Sales is the key which, if it continues to rise, will force the making of new hiring decisions. There is a good deal of talent available in the market, on short notice, so it's not likely that growth in Sales and Production will be hindered significantly for lack of necessary skilled and unskilled people to meet the product need over the short haul.

Recent events in Iraq will certainly add optimism and impetus to the Houston economy, psychologically if not materially. It is now obvious that the apprehension and hesitancy connected with the "impending" war are dissipating rapidly and business in Houston will respond very positively to that reduction in "fear-factors".

The upward movement in the Prices Paid component of the PMI over the past two months is of some concern, although it should be noted that there has been a very strong resistance to price increases at every level in the past two years and some level of increase in some areas was expected and justified.

Production continued to slip slightly in March, according to Houston supply chain execs. Evidently some sales are being made from inventories, although those are at their lowest levels in nearly five years, and some sales are being booked for future periods. It's likely that if Sales continues to push up next month that Production rates will also be increasing.

We may be starting to see the beginnings of the recovery we have been waiting and watching for... will it outlast its fragility?

Items in short supply: Drilling components, bar stock, vaccine (prevnar), drilling fluids, chrome piping, NT/windows server/memory board.

Prices on the UP side: Systems security, truck/ocean freight, insurance, poly based products, tubing, bags, ABS, PVC, UCC DPE products, fuel, utilities (gas, electricity, water-fire surcharge), iron castings, steel pipe, SS pipe, forgings, resin, gasoline, vaccine, gas surcharge on castings, chemicals, petroleum based products, delivery charges, specialty rubber products, polyethylene resins & related products, nickel-bearing metals, specialty fabrication, lubricants, stearic acid, homopolymer resins, co-poly resins, plasticizers, TiO2 pigment, calcium carbonate, PVC, styrenes, polypropylene, diesel, polycarbonate, electronic components.

Prices on the DOWN side: Machine process from suppliers, computers & components, instrument valves, OCTG, IT services, printing services, steel, and gaskets.

| | Up | Same | Down | N/A | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar |
|---------------------------------|-----|------|------|-----|------|-----|------|-----|-----|-----|-----|-----|-----|
| Sales | 33% | 39% | 20% | 08% | +06 | +11 | -04 | -05 | -04 | -04 | +17 | +06 | +13 |
| Production | 18% | 40% | 20% | 22% | -07 | 00 | -08 | -11 | -08 | -15 | +02 | -02 | -02 |
| Employment | 10% | 70% | 20% | 00% | -07 | -04 | -04 | -11 | -04 | -15 | -05 | -15 | -10 |
| Purchases | 29% | 44% | 27% | 00% | -04 | -05 | -07 | -16 | -11 | -22 | +11 | -05 | +02 |
| Price Paid (Major Purchases) | 31% | 65% | 04% | 00% | +11 | +04 | +10 | -02 | -04 | -04 | -02 | 13 | +27 |
| Lead Times (from Sellers) | 12% | 82% | 06% | 00% | +06 | +12 | +08 | -02 | +07 | -01 | -06 | 00 | +06 |
| Purchased Inventory | 10% | 31% | 20% | 39% | -15 | -12 | -00 | -13 | -20 | -24 | -16 | -11 | -10 |
| Finished Goods Inventory | 06% | 30% | 31% | 33% | -09 | -17 | +04 | -19 | -18 | -10 | -17 | -13 | -25 |

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

| NAPM - Houston | 04/02 | 05/02 | 06/02 | 07/02 | 08/02 | 09/02 | 10/02 | 11/02 | 12/02 | 01/03 | 02/03 | 03/03 |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Composite PMI | 46.3 | 51.1 | 52.3 | 51.3 | 53.0 | 48.8 | 49.0 | 50.7 | 47.9 | 53.4 | 51.0 | 54.0 |

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)

supporting this event by allowing their over 100 students to attend the event. Dr. Jeff Measamer, Dr. Ralph Kauffman, Dr. Gary Stading, Mark Long, Pam Washington, and Dr. Tom Crimi. Special thanks to Dr. Kauffman his assistance with assembling the program, coordinating parking and reserving the auditorium and A/V equipment. Special thanks to the student organization for making the advertisement and getting the word out to the students and professors. Very special thanks to Georgana Anguelova, "little Bubba" and Naveed Ismail, three very special students who came forward and helped with registration and anywhere else that they were needed. And none of this would have gone very smoothly without the help of one very special Pro-D member – Laurie Bond. Laurie saved the day and turned what very well could have been a disastrous event into the biggest and most success event we've had this year.

ISM Satellite Seminar

Reengineering MRO Procurement to Impact Your Organizations Bottomline

The procurement of maintenance, repair and operating supplies is often overlooked as a source of cost reduction. These small-dollar, high-volume items can represent an excellent opportunity for attaining large cost savings. This program explores how to leverage your MRO spend for significant cost savings as well as tools and technology to manage this overlooked commodity.

Date: June 12, 2003

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 Auditorium
9009 West Loop South, Houston. TX 77096

Cost: No Charge

Security measures at Aramco Services Company require advance registration; if you are not registered you will not be able to attend.

Upon sign-in on the morning of the seminar you will be required to present two (2) forms of picture ID and show proof of company and/or student affiliation.

To Register Contact: Dora Valdez, email: dora.valdez@aramcoservices.com

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

or register on-line through the NAPM-Houston website.

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Comments From Survey Participants

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- "February purchases were slightly higher, in all areas, when compared to January."
- "Our inventory items are now less available."
- "Agreements are in place - have delayed increases in poly packaging, but I expect increase in April. Surcharge on some items for March."
- "Order rate has been down, but inquiry rate has really started picking up in the last couple of weeks."
- "Nothing of significance this month-pretty much status quo."
- "Corporate has instructed us to not pay in less than 60 days, unless offered a discount."
- "Activity has reduced on drilling, rigs have been released, although planning continues on new wells. Production has peaks and valleys."
- "Capital purchases still on hold. We have had five bad months in a row. Looking for ways to cut more costs."
- "Natural gas prices have lead to increases in almost all our raw materials."
- "Extreme pricing pressure on plastic resins, both foreign and domestic. Some softening of last year's steel price inflation."
- "March was pretty flat, looking forward to a busy April with upcoming turnarounds."

Certification – Now More Important Than Ever

Taken from the ISM website

Budget and staff cuts have become a way of life for many organizations; at the same time, employees are expected to achieve better results with fewer resources. Fortunately, knowledgeable supply management professionals have the ability to positively impact the financial results of any organization.

Certification is critical today, as expectations of the role of supply managers in business and industry increase. Supply professionals, like all professionals, need to regularly improve their skills, and certification is an excellent springboard from which to begin. ISM's certification program provides a "big picture" view of the field of supply management, and significantly broadens the scope of vision for any supply professional.

It is more important than ever for supply management professionals to commit to earning and maintaining their C.P.M. or A.P.P. designation. While pursuing their designations, supply professionals are exposed to a wide spectrum of knowledge specifications, which in turn helps them develop thinking and problem-solving skills.

Certification is an objective measure of knowledge and experience, and ensures a certain level of expertise and skill. Earning a C.P.M. designation builds credibility for the individual, and the organization. An organization supporting the C.P.M. and A.P.P. programs underscores its commitment to professionalism.

Our goal this year is to have 40 new C.P.M.'s and 8 new A.P.P.'s. To date we have 22 new C.P.M. recipients and 6 new A.P.P. recipients. Why not certify today?

Internet Resume Dangers

By Steve Saunders, C.P.M.

All of us have at least one time browsed the Internet for potential job opportunities and posted or considered posting our resume on-line. There are many individuals looking for work in today's job market that will post their resume online with one or more web sites as part of their job search campaign. After all, technology has made it easier for us to access employers' Human Resource offices and tap into what employment opportunities may exist in a company from the comfort of our home at any time of the day. While this tool affords many conveniences and up-to-date information, it also brings significant risks. This article will examine specific safety issues and how to protect yourself from personal harm and identity theft.

Today's job seekers do not have a lot of control when they are asked to provide prospective employers information about themselves online. Before individuals share their personal information, they must be assured their information will be used accurately and responsibly. Some say their privacy is a luxury they cannot afford right now. Resumes are a valuable, highly sought-after commodity. Protect your privacy by protecting your resume or profile.

Putting a resume online can expose critical personal data such as former employers, date of birth, driver's license, even Social Security numbers. Experts recommend leaving personal information off a resume that's posted online – even omitting detailed work history – to protect against identity thieves¹.

There are four important reasons to be careful:

1. Employers can, and do, fire employees who are disloyal (i.e., job-hunting), and, in many cases, that firing is perfectly legal in the United States.
2. Your resume contains information that can impact your personal safety. If someone is interested in harming you, your resume with completed contact and employment information provides vital information for them.
3. Your resume contains information that would be very useful to someone stealing your identity. Identity theft is the number one Internet fraud, according to the FBI. Your online resume makes it easy for thieves to steal.
4. Your e-mail inbox can get stuffed with unsolicited e-mail from job sites that are using your job search as an excuse to collect information from you. So even if you do not have a job to protect, you probably do not want your e-mail inbox filled with junk mail.

Choose the job sites you use very carefully. If you are not careful, you risk a loss of privacy as your resume becomes visible to anyone who comes across it, and/or your information is sold to people who have products and services to sell you.

Criteria for Choosing a Job Web Site

- ✓ Are the jobs "fresh or old?" Do the jobs have posting dates associated with them?
- ✓ Does the site have a comprehensive Privacy Policy? The privacy policy should disclose to you the information that the site collects and what they do with it (i.e., sell or rent your e-mail address, etc.). Pay attention to what happens to your resumes. Some job sites seem to exist only to collect your contact information so that they can sell the information to companies that will bombard you with advertising.
- ✓ Do not assume that a TRUSTe, BBBonline, or other "privacy seal" program (more will be said about these organization later) ensures that your privacy is protected. Those logos only indicate that the site has agreed to be audited in their compliance with their posted policy.
- ✓ Do you have to register a profile or resume before you can search through the jobs? Be wary of a web site that will not let you perform a job search before you register your profile or resume. This should be a red flag that the site is not interested in helping you find a job, particularly if the site does not have a Privacy Policy posted telling you what they do with your information.
- ✓ Who has access to the database of resumes? The Privacy Policy should tell you who has access to your resume and information. Easily accessible resume databases may well be at the center of increased junk e-mail and/or the increase in identity theft fraud.
- ✓ Can you limit access to your personal contact information? The best sites provide you with options to protect your contact information. Options range from blocking access only to the contact information to keeping your resume out of the resume

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Dust Off That Swing

By Jo Ann Prazak

Spring is near. Do you smell the sweet aroma of freshly mown grass? Grass – Greens – Golf Course. That should trigger your memory about this year's NAPM-Houston Golf Outing. The weeks are dwindling. Let's make a good effort to get the information out to your suppliers and business associates. Everyone who has ever participated has enjoyed the event. Most just need reminders that it's that time of year again.



We need teams to sign up. We need sponsorships. And of course, we need prizes donated. The date is Thursday, May 22nd at Cypresswood Golf Course.

Post card handouts will be available at our March meeting. Pick up a handful and get the word out! We are still looking for volunteers to help with activities before or on tournament day.

Here's more complete information:

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. Different levels are available as described here.

Gold Celebrity (\$2,000) – 8 playing spots, includes lunch for each player, signage on 2 courses. The company's banner will be displayed at the BBQ. The company will receive recognition in the program, and a web link from the NAPM website.

Blue Champion (\$1,200) – same as above, except 4 playing spots

Red Star (\$500) – 2 playing spots, lunch and signage on 1 course.

2-Hole Sponsor (\$250) – Signage on 2 courses

1-Hole Sponsor (\$150) – Signage on 1 course

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 that 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 a mentoring and internship programs with area universities.

Forms and information are available on the website. Start making your list of your 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 or Co-Chair Kris Wallace at k.wallace@ssss.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.

NAPM-Houston Supports Fourth Grade Bowling 'Tradition' After TAKS Writing Test

By Linda P. Butler

On February 28, NAPM-Houston's Business School Partnership provided funds for 110 fourth grade students from Scarborough Elementary School to bowl (in their socks) at a local Bellaire Bowling Alley. The fourth graders for the second year have been rewarded with an afternoon of bowling following their successful completion of the Texas Assessment of Knowledge and Skills (TAKS) test. Scarborough was a testing site for the TAKS in 2002; 2003 is the first actual year of testing.

One young student was heard to say (after a spelling lesson in which the word "tradition" was defined) that, for the fourth graders to go bowling for a second year means that it's a "TRADITION" at Scarborough. We regret to inform you that we heard of no perfect games, but we did hear that there was much laughter and fun.

Principial Sue Bargaleki, her fourth grade teachers and the 110 bowlers wish to thank all of you for the assistance in making this "tradition" a reality.

In other School Partnership activities, 8 storage boxes of binders, used file folders, paper and miscellaneous office supplies were donated by the ExxonMobil Global Services Exploration Sourcing Group to Scarborough in early February. Preparation for an internal audit proved to be a "bonus" for the school partnership. If you have any donations, please feel free to call Debbie Newman at 713-431-4849 or Linda Butler at 281-654-2053 and we will arrange for pickup and delivery at the schools.

Honoring our Past Presidents

By Camillia Ward

This year NAPM-Houston held its annual Past Presidents Night at the April General Meeting, honoring these volunteers for their service and continuing support. This enjoyable evening allowed our members to talk to these fine men and women and hear their amusing stories about the "good old days," and express our appreciation for all their hard work.

I hope you took the time to introduce yourself to our Past Presidents and heard some of their experiences with you. There is one main topic all of them support and that is our association needs members to step up and volunteer.

Many of our Past Presidents are still active within NAPM-Houston. They are serving on our current board, they are greeters at our general meetings and they volunteer for our special activities whenever they are needed. Some are currently serving on the Southwest Purchasing Forum and at the national level.

This is the real strength of NAPM-Houston, our volunteers. These leaders continue to remain active, allowing those of us who serve the association today to look to them for their wisdom and guidance.

Please join us at all the General Meetings, enjoy the fellowship of renewing friendships made over the years and take the opportunity to make new friends for years to come. On behalf of the membership, I would like to thank our Past Presidents for their contributions to our association.

IRS 501 (C) 3 Status Update

(continued from page 3)

to let the membership of NAPM-Houston make the final choice from these 4 recommendations by placing them on the April membership ballot. The names that will appear on the ballot are.

1. Greater Houston Purchasing Institute
2. Greater Houston Supply Chain Management
3. Procurement and Supply Professionals of Houston
4. Houston Purchasing & Supply Chain Management

It is important to remember that this is not a vote to change the existing name of NAPM-Houston, Inc. This is the process of selecting the name for a completely new organization.

Once the new organization is recognized by the IRS as a 501 (c) 3 non-profit corporation in the state of Texas, we will begin the process of transferring all current operations of NAPM-Houston to the new organization.

I expect this news will raise many questions and concerns of our members who are just learning about the process we are undertaking! Please direct all inquiries to Kathy Silverberg via phone at (713) 507-4348, fax at (713) 507-4378, or e-mail at ksilverberg@reefindustries.com. I will make every attempt to address your issues before you receive your ballots in March.

Pro-D News (continued from page 5)

Certification – Now more important than ever

Taken from the ISM website

Budget and staff cuts have become a way of life for many organizations; at the same time, employees are expected to achieve better results with fewer resources. Fortunately, knowledgeable supply management professionals have the ability to positively impact the financial results of any organization.

Certification is critical today, as expectations of the role of supply managers in business and industry increase. Supply professionals, like all professionals, need to regularly improve their skills, and certification is an excellent springboard from which to begin. ISM's certification program provides a "big picture" view of the field of supply management, and significantly broadens the scope of vision for any supply professional.

It is more important than ever for supply management professionals to commit to earning and maintaining their C.P.M. or A.P.P. designation. While pursuing their designations, supply professionals are exposed to a wide spectrum of knowledge specifications, which in turn helps them develop thinking and problem-solving skills.

Certification is an objective measure of knowledge and experience, and ensures a certain level of expertise and skill. Earning a C.P.M. designation builds credibility for the individual, and the organization. An organization supporting the C.P.M. and A.P.P. programs underscores its commitment to professionalism.

Our goal this year is to have 40 new C.P.M.'s and 8 new A.P.P.'s. To date we have 22 new C.P.M. recipients and 6 new A.P.P. recipients. Why not certify today? See the NAPM-Houston website at www.napmhou.org for more information or visit the ISM website at www.ism.ws

Newly Certified

Clark Alexander, C.P.M. Recertification

Rodney Davis, A.P.P. Original Certification

Internet Resume Dangers (continued from page 7)

database searched by employers. Blocking access to your contact information may make it more difficult for an employer to reach you quickly, but may add market value in the eyes of the employer.

- ✓ Can you store more than one version of your resume (so that you can customize your resume for specific kinds of jobs)?
- ✓ Will you be able to delete your resume after you have found a job? You do not want that old resume still available for view. If your new employer finds it, they may be concerned you are ready to leave or someone else may see your private information. Make sure you can delete your resume.

Privacy Policies

Online privacy is such a serious issue. As such, services that audit a site's compliance with its own privacy policy (e.g., TRUSTe and BBBOnline) have developed and are becoming increasingly visible and useful. Some sites show a green "TRUSTe" logo indicating that they have joined the TRUSTe organization. A TRUSTe or BBBOnline logo on a web site does not guarantee that a site will protect your privacy. It does mean that they disclose their policy to you, and are supposedly audited by TRUSTe² or BBBOnline to ensure their compliance with their posted policy. Be sure to click on the TRUSTe logo to verify that the web site is authorized to use the TRUSTe or BBBOnline logo. Unfortunately, very few web sites use them now.

A good web site will indicate the information that they will be collecting, including contact information. You need to determine whom the web site will disclose (or share) information about you. If they sell or share your contact information, they should disclose that intention in their Privacy Policy.

How to Make Your Resume Safe

Put safety in your cyberspace resume by modifying the content of your resume. You can create your own privacy protection without depending on the web site to do it for you. As your resume travels in cyberspace over time, your resume should protect your identity and, possibly, your future employment many years from now. In some recruitment circles, job seekers who protect their identity are more desirable than those who do not. The assumption is that you are employed and have an existing job that you are protecting. You also increase your chances of employment firms distributing your resume to a variety of organizations without your knowledge³. In many cases, a protected resume may make it more difficult for the potential employer to reach you, at least initially. So, it is a trade-off, privacy for security. The choice is yours.

Minimal contact information makes it harder for your identity to be stolen or for your employer to discover your job search.

Remove your standard contact information

- Your name
- Your address (You may want to consider leasing a post office box)
- Your phone numbers
- Your business address
- Your personal e-mail address. Replace it with an e-mail address that is hard to trace to your personally, like one of the web based e-mail addresses such as hotmail.com. If you want to be taken seriously, use an e-mail address or name such as ProcurementPro@hotmail.com.

Modifying your employment history, particularly for the current job, minimizes potential risk to existing employment. More specifically, removing your current employer's name and replace it with a generic description. If your title is unique, replace your title with an accurate but generic title.

Today's employment market and job search campaign necessitates the individual to place his resume on the worldwide web. There are some considerable professional and personal safety risks to this type of resume distribution. If the necessary precautions are taken to remove key contact and current employer information, the individual substantially reduces his vulnerability to a variety of risk factors. It is also paramount to choose web sites that disclose their safety policies and what their intentions are or will be with regard to sharing or selling your information to other entities. If these basic steps are pursued, the individual ensures his chances that his personal information will not be needlessly and recklessly exposed to the world without any safeguards.

¹MSNBC News, by Bob Sullivan

²WWW.TRUSTe.org/consumers/users_how.html

³The Fordyce Letter 2/02

Business Survey Luncheon Planned

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

The fifth annual Business Survey "Appreciation Luncheon and Roundtable Discussion" will take place on May 6, 2003. All regular survey contributors are invited and encouraged to attend. The Survey committee is also extending an invitation to all NAPM - Houston officers and directors to attend the luncheon as guests of the committee. The location is the Taste of Houston restaurant at 12550 Southwest Freeway, between Airport and Kirkwood (outbound side of the freeway). The time is 11:30 am.

This luncheon provides the opportunity for the Association and the Business Survey Committee to say "Thank You" to the contributors who have served so faithfully, some for as long as nine 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 the survey committee team at the luncheon.

Reservations for the luncheon are required by April 30th. Call Doug Miller or Catherine Miller at 713-988-7306, or fax to 713-981-5116, or e-mail to drmiller@TexorServices.com or ccmiller@TexorServices.com to reserve your place for this once-a-year opportunity.

The NAPM - Houston Business Report has been published by NAPM - Houston since 1995 and has the distinction of offering the only economic barometer of its kind in the Houston area. The Report is relied upon monthly by the Federal Reserve Bank, the Greater Houston Partnership and many economic and business interests in Houston and nationally to accurately reflect the direction and rate of change of the Houston-area economy.

Return Service Requested



Upcoming Events

May 22, 2003

NAPM-Houston Annual Golf
Tournament

Registration forms and information
available on our website:

www.napmhou.org



May Dinner Menu

Grilled Chicken Breast /
Champagne cream sauce

Chef's Choice of Starches & Vegetables

Tossed Salad

Dinner Rolls

Chocolate Mousse Cake

Coffee, Tea, Water

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



General Meeting

May 13, 2003

Sheraton Houston Brookhollow Hotel
3000 North Loop West

Times: 5:00 pm – Pre-Meeting
6:00 pm – Dinner
7:00 pm – Program
8:15 pm – Adjourn

\$25 R.S.V.P. by May 8th 5pm to Ed Wahowski
Phone /Fax: (281) 494-8670
napmhou@pointecom.net

Dinner reservations are due Thursday, May 8, 2003 by 5:00pm with cancellations
no later than Friday, May 9th 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.