

Houston Buyline

January 2004

NAPM- Houston, Inc.
Volume 9 - Issue 1

Presidents Message

By Marian Nimon, C.P.M.

The new year offers a chance for many fresh beginnings and reexamination of our personal goals and career direction.

ISM's Center for Strategic Supply Leadership identifies the 21st century leaders as able to be effective across the entire company. Successful leadership includes a broader scope of capabilities including:



- Vision
- Articulation
- Technical as well as social skills
- Interest in new concepts, practices, as well as history
- Broad spectrum of network contacts
- Motivational
- Project management skills
- Clear ability to communicate
- Influence
- Ease of flexibility in both unstructured and structured settings
- Ability to drive projects to completion
- Mentoring and team approach

Procurement professionals have become 'owners' of the supply chain. The foundation to success in the new, flatter, organizational structure will include becoming knowledgeable of your organization, the personnel, and the culture. Communicate with other departments within your organization; network to build a better business partnership within. The new organizational structure is leaner and broader. Successful leadership involves the ability to be influential, communicable, and cooperative outside of the Materials Management department.

IMPORTANT ANNOUNCEMENT

All membership applications and invoices should be directed to the following address, as well as requests for information regarding membership and dues. Also, the NAPM-Houston and ISM databases will be coordinated through this address; this includes all database data changes for members; name, company, company address, mail box, business phone, business fax, business email, home address, home phone, home fax, cell phone, home email, and mail preference.

NAPM-Houston, Inc.
P.O. Box 771203, Houston, TX 77215-1203
Phone: (713) 702-0056 • Fax: (713) 532-6386
E-mail: docstelz@swbell.net

Happy New Year!

News & Notes

By Mike Valant, C.P.M., A.P.P.

Executive Board

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Newsletter Staff

Lin Peterson, C.P.M., A.P.P. Laurie D. Oberhoff
Chair/Editor Vice Chair

The Public Relations Committee of NAPM-Houston, Inc. publishes the Houston Buyline nine times a year. 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 35698, Houston, TX 77235-5698 or directly to the editor at e-mail: lapeters@texaschildrenshospital.org. Also, check out our worldwide website at www.napmhou.org.

Job Front

- Jo Ann Prazak, Buyer at Paragon Engineering Services, Inc. has received a promotion to Buyer II as a result of her hard work and completion of her A.P.P. Good Work!

Congratulations

- Ms. Eileen Meyers and Ms. Samantha Binh Lai, both graduated from the University of Houston – Downtown December 7, 2003. Ms Meyers, a member of the Student Supply Chain Management Association, graduated with a BBA in General Business and is a member of the Beta Gamma Sigma Society. She also earned a place on the Dean's List 4 semesters in a row. Ms. Lai majored in Finance and minored in Purchasing and Supply Chain Management. She earned a place on the Dean's List Spring 2002 and Fall 2003. Her future plans are to return to school to begin working on a MBA.

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

Mike Valant, C.P.M., A.P.P.
Hewlett Packard Company
281 518-8575 • Fax: 281 518-5707
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2004 Dues Invoice Payment Nearing Deadline!

All dues notices (invoices) with the prepaid dinner option, were given or mailed to all regular and associate members, or your company coordinator before Thanksgiving. If not received, contact your company coordinator, or the numbers listed below. If employer is paying the dues, please follow-up with the individual or department to insure payment has been processed. Payments are due January 13, 2004; members not renewing by January 31, 2004, will be deleted from ISM and/or NAPM-Houston roll(s).

The following may be used for payment:

- ✓ Check to NAPM-Houston, Inc. by mail to the address below, or delivered to the invoice table at the January 13, 2004, dinner meeting.
- ✓ Credit card (MasterCard, Visa or American Express only) by mail, e-mail or fax.
- ✓ Cash –to the January 13 dinner meeting, to the above.

Mail address: NAPM-Houston, Inc.
P.O. Box 771203
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Dues exempt members (life, honorary, student, and academic) will not receive notices, but may prepay dinners by submitting \$195.00 by check, credit card or cash, as outlined above. Please specify "prepaid dinners".

Get A Prize

Bring a copy of this page of your newsletter to our January meeting and see Lin Peterson, C.P.M., A.P.P. and you will receive an NAPM promotional item, at no charge to you.

NAPM 2004 HOUSTON Houston Golf Tournament

Tournament News

*Special Activities Committee
Jo Ann Prazak, Chairperson,
Kris Wallace, Co-Chairperson*

*B*y now, we're sure you've heard all the sales pitches typically given at the end of the year, such as "No Payments, No Interest Due 'til Next Year" or "Buy Now Pay Later."

What about this one -- Pledge Now – Play Later (and Pay Later, too). That's right. We are referring to our annual NAPM-Houston Golf Tournament. Reserve this date: Thursday, May 20, 2004 and place: Cypresswood Golf Course.

Individuals and companies that participated in the 2003 tournament are eligible for our special offer. They helped to make last year's tournament a big success, so we want to thank them by giving them a priority status for the 2004 tourney.

Players and sponsors have the opportunity to 'Pledge to Play' now – defer payments until May! The reservation is confirmed, no payment now, no price increases (still \$400/team or \$125/Single), and they have the choice of either the Creek or the Cypress course. For those pledging to sponsor a hole, their company's Tee sign will contain the company's logo. There is no extra charge or price increase over last year.

All we ask is a simple commitment from last year's supporters. As you know, this tournament is NAPM-HOUSTON'S major fundraiser. Proceeds allow NAPM-Houston to award its members scholarships and provide continuing education opportunities. So remind your colleagues who were played in last year's tournament to set the date on their calendars and take advantage of this great offer. This priority status for past participants expires January 31st, and the fees will go up, so give them a chance to hold the price at last year's rate.

We are also gathering members for the Golf Committee at this time. We had a super group last year, who did an outstanding job. Won't you join us again?

Special Awards



Diana Hunter, C.P.M. with President Marian Nimon, C.P.M - I attended my first PMAH meeting w/Diana in 1982, becoming a member in 1983; Laurie Oberhoff - 20 Year Membership

*Laurie Oberhoff
20 Year Membership
award recipient*



*Bette Bryan
Enterprise Products
Recipient of the
Awards Committee
Door Prize*



*Welcome New Members
(l-r) Roger Schindelheim
Richard Lilledahl
Carlene Jackson - Local Director
Marian Nimon, C.P.M - President NAPM*

Call For Nominations

By Camillia Ward

One of my duties as Immediate Vice President is to chair the Nominating Committee for Board positions for the 2004-2005 program year. This year the committee will select a slate of candidates for Vice President and one Local Director. The Vice President serves a three-year term, one year as Vice President, President and Immediate Past President. The term for the Local Director position is a two-year term. The Local Director oversees regular committee activities and represents the voice of the membership at the Board meetings.

If you are interested in running for any of these positions or would like to nominate a member please contact me at 281-989-7883 or e-mail to camilliaward@yahoo.com. The deadline to receive nominations is February 10, 2004.

Mini Trade Fair is March 9, 2004!

NAPM-Houston will be celebrating March as National Purchasing Month with a Mini-Trade Fair Extravaganza on March 9, 2004. Invite your favorite vendor to participate. We will start our March monthly meeting at 4:30 pm. Please contact Brian Foster via email at mchllp.com or phone at 713-520-4702 for more information and/or registration form.

NAPM 2004 HOUSTON Houston Golf Tournament

Plans for NAPM-Houston's 2004 Golf Tournament are beginning to materialize. So start thinking now about which organizations you will be contacting to participate in this major fundraising event. Don't forget to mark your calendars – Thursday, May 20, 2004 at Cypresswood Golf Club. Great golf, Bar-B-Q, door prizes and fun! We've got a few surprises in store for our players and sponsors this year. So check back often for details.

The Pledge to Play program will continue until the end of January, 2004. If you recall from last month's article, past participants are eligible to pledge now and play later. A simple commitment to play freezes the prices at last year's rate. No payment is required until May and "Pledgers" have the choice of either Creek or Cypress courses. We've already some takers on this offer, so remind those that played last year to sign up quickly while this offer is available.

The great success of last year's tournament can be attribute to the great group of volunteers that worked so hard to make things go so smoothly. If you want a chance to join a super group of energetic folks who have a lot of fun, be sure to contact us. I'm sure we have something you can do that fits your talents as well as your time constraints.

The player registration and sponsor forms will be available on-line at our website. The Special Activities Chairperson is Jo Ann Prazak. Kris Wallace is Co-Chair.



From the desk of:
Carol Cooper, C.P.M.
SWSC Forum Chair

Affiliate News Letter Article

Person Of The Year Honors at SWPC, 2003

The 2003 Southwest Purchasing Conference was a success by all measures. In this article I want to feature an event that was a highlight for all those attending the conference. It is also an event that won't be repeated anytime in the near future.

The Southwest Supply Chain Forum, which presents the Southwest Purchasing Conference, consists of approximately 4000 affiliate members. Five (5) of those members were honored with the Person of the Year Award for their outstanding work with their affiliates. They are:

Michele Wills, C.P.M.	Marketing/Comm. POY	NAPM-Dallas
Peggy Watkins, C.P.M.	Leadership POY	NAPM-Dallas
Harald Mallwitz, C.P.M.	Education/Learning POY	NAPM-Dallas
Jim Hogan, C.P.M.	Volunteer POY	NAPM-Dallas
Dennis Russell	Innovation/Creativity	NAPM-Central Texas

The purpose of the Person of the Year award is to honor members who go beyond the regular scope of work and make outstanding contributions to their local affiliate and to the purchasing profession. The five outstanding individuals will be the last to receive the POY award from the Forum.

HOWEVER – I encourage each affiliate to take a long look at how you honor your hard-working individuals. We are all free volunteers who work long, hard hours to make our affiliates a value to the membership and recognition of that dedication is the least we can do as a "thank you" for them. We all have them so please do not take your volunteers for granted. Honor them.

NAPM - Houston Business Report

Press Release

Houston Economy Growing; When do jobs follow?

HOUSTON, December 10th, ----- Houston's PMI reflected economic growth for the eleventh consecutive month in November, with the PMI registering 53.7 for the month. This was the fourth consecutive month of readings over 50 (50 is break-even). Sales and Production rates continued to increase as they have almost all year. Forty-three percent of survey contributors reported increased Sales in their firms for November, while only 26% reported Sales declines.

The Houston PMI, which can range from 0 to 100, is a leading indicator for industrial production, typically forecasting change by three to four months. A reading above 50 indicates that the Houston economy is generally expanding. A reading below 50 indicates the economy is generally contracting. The PMI is based on a monthly survey of some 80 purchasing executives in leading Houston industries, including oil and gas exploration and production, manufacturing, engineering and construction, chemicals, distribution, business and financial services and healthcare, among others.

"But the pressing question now is 'How long and how far must Sales climb to create enough confidence and optimism to foster new hiring decisions?'" said Doug Miller, Chairman of the Business Survey Committee for N.A.P.M.-Houston, Inc. "This month we saw the national job numbers turn around after 37 months of losses, according to the ISM Manufacturing Report on Business. The environment around us is improving - that should give Houston added impetus to turn the corner in hiring."

There are eight components of the PMI, including Sales, Production, Employment, Purchases, Prices Paid, and Inventory levels.

"2004 looks increasingly positive, as witnessed by the most optimistic comments we've seen in over two years coming in this month's survey," said Miller, "including one comment which said, almost herald-like, 'several new employees have been hired....' We will likely see similarly positive statements coming more frequently very soon."

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

Subscriptions to the report are available through NAPM-Houston.

N. A. P. M. - Houston, Inc. is an affiliate of the Institute for Supply Management

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C.P.M. Review with Russ Moray

By Sheila W. Baker, A.P.P. and Pam Washington, C.P.M.

Mark your calendars for Friday and Saturday, January 23 & 24, 2004 for the next C.P.M. review. This will be a lecture style review session at the Crowne Plaza Brookhollow, 12801 Northwest Freeway, Houston, TX 77040. Dr. Russell Morey is Professor Emeritus of Supply Chain Management at Western Illinois University. He received his Ph.D. from the University of Nebraska in 1973, his C.P.M. in 1976, and started his career in higher education at Northwest Missouri State University in 1966. Dr. Morey is currently the President of Morey and Associates and has conducted training programs for more than 25 Fortune 500 Corporations in North America and Europe as well as for numerous professional associations throughout the U.S.

Please see the NAPM-Houston website for more registration information and the complete list of seminars.

Attention All New NAPM-Houston Members....

Congratulations on your decision to avail yourself of the opportunity to grow and further develop your professional skills while forming relationships with some of the finest people around! It's a win-win choice!

Now please consider rendering a huge service to the Association while assuming a five minute-per-month task. You can join the Business Survey by filling out a monthly survey form that requires no more than about five minutes for most of the current survey contributors (some say less than that). The survey asks for no numbers, just whether your firm is up, down or the same as compared to the prior month in areas such as sales, production, employment, purchases and so on (and we keep the name of each contributing firm absolutely confidential).

The monthly publication of our survey has proven to be the best PR tool NAPM - Houston has ever launched. The resulting report is used by the Federal Reserve Bank, the Greater Houston Partnership, many financial firms across the country and many business leaders to keep track of where the Houston economy is headed and at what rate (it may already be used by some of your top executives). Local as well as national print and broadcast media focus attention on the report every month as the only barometer of its kind available to track Houston's economic movement.

If you would be willing to offer five minutes a month to the Business Survey please call me and I will provide you with the details. We urgently need additional survey participants to help us keep pace with the changing economic landscape of Houston. And participating is so easy...

Call me - let's talk about it - Doug Miller - 713-988-7306

The Institute for Supply Management - Association Management Forum

The Institute for Supply Management - Association Management Forum is reaching out to the Affiliate Presidents and Chairs to identify paid and volunteer members, who are involved in the management of their affiliate and may wish to participate in this forum. We have attached information on the forum for those who wish to participate.

Information can also be located on our website:
http://www.redlabnet.net/ism_amf/index.html

If you should have any questions please contact:
Kathleen Perna, AMF Chair
(908) 431-1100

napm-nj@patmedia.net or kathy@napmnj.org

David Van Valkenburgh, AMF Chair-Elect
(478) 757-8991
Davevan5674@aol.com

What You Should Know About Your NAPM-Houston Membership

Laurie Oberhoff, 2003-2004 Directory Editor

Questions and Answers:

Q: Why didn't I receive my directory in the mail?

A.: Perhaps you have you changed your mailing address, retired, moved, changed employers and forgot to update your NAPM membership records with the Business Manager?

Q: Why is the information in the directory not current?

A: The annual deadline for information in the directory is July 31. This deadline is firm.

Q: Why don't I receive any e-mail correspondences from NAPM-Houston?

*A: Have we received a notification of change from you?
Contact our Business Manager to verify his records. He may not have your correct e-mail address. He will make the correction and forward to the appropriate Committee(s).*

Q: I did not receive my tenure award certificate. Why?

A: Our Board of Directors has many changes in personnel each June. As many as half of the board members may be new to their positions. During the transition, records/data may have been lost, misplaced, or not been transferred to the new Chair. If you have a concern or have not had a reply from anyone in a while, contact our Business Manager with the date you became a Member. (It must be continual, uninterrupted membership).

Q: I do not wish to have my name listed in the annual Membership directory. I already receive too many Supplier solicitations.

A: Do not worry about Supplier solicitations. Read the first page in your directory "N.A.P.M.-Houston, Inc. To All Our Members; Distribution Of Association Directory Scope and Purpose" A – F. This will answer any questions you may have.

It is the responsibility of every Member to send their contact information changes to the NAPM-Houston Business Manager, H.L."Doc" Stelzer, C.P.M. You may send it via e-mail docstelz@swbell.net, by phone 713-702-0056, fax 713-532-6386 or fill out an attendance card at a monthly General Meeting.

January 2004 Guest Speaker

Kenneth E. Arnold, P.E.
CEO, Paragon Engineering Companies



*K*en Arnold is the founder and CEO of both Paragon Engineering Services in Houston and Paragon Litwin in Paris with a combined staff of over 900 people. He has worked in the engineering design and project management of oil and gas facilities throughout his career having worked on both onshore and offshore projects in many areas of the world. He is co-author of two textbooks and over 50 technical articles on this subject. Ken is the editor of the facilities section of the Petroleum Engineering Handbook and serves on Society of Petroleum Engineer's

Board as Specialty Director of Facilities and Construction. He has twice been chosen as an SPE Distinguished Lecturer.

Arnold has taught facilities engineering at the University of Houston. He is a recipient of the SPE Production Engineering Award, an American Petroleum Institute Citation for his work in promoting offshore safety and was named Houston's 2003 Engineer of the year by the Texas Society of Professional Engineers. He is a registered Professional Engineer and serves on the Advisory Boards of the Engineering Schools of both Cornell University and Tulane University.

Education: M.S. Civil Engineering, Tulane University, 1967
B.S. Civil Engineering, Cornell University, 1964

Ron Washington Pre-Meeting Speaker

"Why Do Companies' Need Supplier Diversity Programs?"

*R*onald S. Washington is the Managing Partner with MWBEnetwork.com, otherwise known as the "Network". He's originally from Chicago, Illinois, he's is a Marine Corps Vietnam veteran and he currently resides with his family in Houston. In early 2002, he along with several seasoned business executives formed the Network which operates as an e-business exchange dedicated to connecting MWBEs to global corporations for supply chain opportunities.

In June 2003 he formed RAHN Communications, a company focusing on public speaking, presentation development, sales training and creative graphic design. He developed a series of workshops, for professionals to enhance their communication capabilities and he wrote and facilitates the Next Generation TRAINING SERIES, © designed to aid young people to develop their communication skills for tomorrow.

Ron spent over 25 years in corporate America as a marketing & sales executive. His most recent assignment was with SC Johnson & Sons, Johnson Wax, the Wisconsin based consumer products giant, as their North American & National Business Development Manager.

Outside the business world, his energy is directed toward grass roots activities such as assisting nonprofit and community based organizations in developing and streamlining their service delivery programs. He calls himself an "activist for and of the people."

Ron has a Master of Science in Communication degree from Northwestern University in Evanston, Illinois, an undergraduate degree in business and belongs to several commerce, communication, public relations and industry specific professional associations.

November Dinner Meeting ...Join Us In January



National
Association of
Purchasing
Management

NAPM-Houston, Inc.
P.O. Box 771203
Houston, TX 77215-1203

Return Service Requested

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.

General Meeting

January 13, 2004

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

Phone / Fax: (281) 494-8670
napmhou@pointecom.net

Dinner reservations are due
Thursday, January 8, 2004
by 5:00pm.

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

Important Announcements:

Dinner cost is \$27.00 with
reservation,
\$30.00 at the door without
reservation.



January Dinner Menu

Blackened Salmon Filet
with Braised Leeks,
on Dirty Wild Rice,
& Roasted Pepper Sauce,
Salad, Dinner Rolls,
Dessert,
Coffee, Tea, Water

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

