

Houston Buyline



NAPM - Houston, Inc. Monthly Publication

October 2005

UPCOMING EVENTS

OCTOBER

11th Dinner Meeting

20 **Satellite Seminar**
"Tools for Negotiation Success"
Aramco Services facility
(worth 4 CEH's)

NOVEMBER

8th Dinner Meeting

15th & 16th **Improving Negotiating Skills**
University Of Houston Clear Lake
Center for Advanced Mgmt Programs

Check out the details for all events
www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

October 11, 2005 General Meeting

ISM: What we are; where we're headed

JAN MILLER

Vice President for ISM Affiliate Support
Tempe, AZ

ISM's mission statement is for ISM to lead supply management. Learn what initiatives ISM has put into place and has plans to put into place to elevate the perception of supply management and supply management professionals. Members of the Institute for Supply Management™, with their busy schedules, often aren't aware of new resources developed to assist them in their professional lives. In this session we will take a closer look at how you can take full advantage of the benefits of your membership in ISM.



Jan Miller is ISM's Vice President for Affiliate Support. Her area has principle responsibility for all assistance provided to, organizational training tools provided for, and serving as the primary liaison between affiliates, Groups and Forums. Jan serves as staff contact for the Affiliate Support Council, the Groups and Forums Support Council, and three Leadership Training Workshop Committees. Jan is responsible for coordinating all aspects of three ISM Leadership Training Workshops annually, including planning training content with each of the Leadership Training Committees.

PRE MEETING

October's Pre-Meeting to be held at 5:00 p.m. on Tuesday, October 11th is sponsored by Office Depot. This meeting is worth 1 CEH.

Location: **Sheraton Houston Brookhollow Hotel**
3000 North Loop West (I45 to 610 to T.C. Jester Exit-Hotel on Right)

Cost: **\$27 (Reservations Required by Thursday 9/8/05, 5pm)**

When: **5:30 pm – Pre-Meeting**
6:00 pm - Dinner
7:00 pm – Installation of Officers & Program
8:15 pm - Adjourn

Please RVSP for dinner meeting by Thursday, October 6th at 5pm at napmhou@earthlink.net

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PRESIDENT'S



MESSAGE

In the spirit of Gulf Coast neighbors, helping neighbors I would like to extend all of the programs and services of NAPM Houston to any Supply Chain Professional that may have relocated temporarily to our city. Join us as our guest for our October 11th dinner meeting; or at the October 20th ISM Satellite Seminar; or use our web page resume and job posting services.

I would like to request the help of you our members to help us pass this invitation along and urge anyone that you are aware of in the Supply Chain field that has temporarily relocated to or city to join us at our October meeting. I would be honored to have them as our guest to participate in the Houston affiliates activities. Please have them contact me personally for any information regarding our schedule of activities.

October starts the fall season with the October 11th General Meeting featuring Jan Miller, ISM Vice President of Affiliate Support, Tempe AZ as its keynote speaker, who will discuss what our National Association's plans are for the future as well as how to take full advantage of your ISM membership.

The first ISM satellite seminar of the year will be on October 20th and feature Tools For Negotiation Success. Free to all members this event will continue to be hosted by Armco Services for the 2005 – 2006 program year.

Tuesday October 25, NAPM Houston will host its first volunteer dinner, open to all members at no cost, who would like to help us plan our March 2006 Trade Fair and the May 2006 Golf Tournament. So come on out to the Sheridan Brookhollow at 6:00 PM and help us in this planning process. I would like to invite all to attend and help us with these events.

Regards,
Ed Wahowski

STUDENT RESEARCH PAPER CONTEST

The winners have been notified and the 1st Place Winner, Thomas W. Radford, Jr., was present at September's general meeting to accept his award. His paper is entitled "Just in Time Inventory Management."

The 2nd Place winner is Sakina W. Barker, for her paper "Total Quality Management – Six Basic Concepts of TQM."

Rachel Lino is the 3rd Place winner for "Understanding Third Party Logistic Providers (3PLs)." These papers will soon be available for viewing on the NAPM-Houston website. Congratulations to all the winners.

C.P.M REVIEW

The October 14th & 15th lecture style review has been postponed. It will be rescheduled for sometime after the first of the year. Mr. Frank Quiett will be presenting this review, along with useful study tools to help you pass the C.P.M. exam. Contact Jo Ann Prazak at joannprazak@yahoo.com if you are interested in participating.

Satellite Seminar

“Tools for Negotiation Success”

October 20th

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) worth 4 CEH's

Location: Aramco Services Company Auditorium, 9009 West Loop South, Houston, TX 77096

Cost: No Charge

As an essential core competency of any supply manager, negotiating is one of the most complex and sophisticated tasks to master. This program introduces tools and resources that reduce the apprehension and stress associated with effective negotiating. Improve your negotiation process with efficient planning and be as well prepared as the person on the other side of the table. Participate in this session and walk away with solutions that you can use immediately.

To Register Contact: Dora Valdez , email: da.valdez@aramcoservices.com
Phone: (713)-432-4174 / Fax (713)-432-8402

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.

Trade Fair and Golf Tournament Planning Kickoff Dinner

By: Edward M. Wahowski

Please join us on Tuesday October 25th, 6:00 PM at the Brook hollow Sheridan for our NAPM Houston Trade Fair and Golf Tournament Kickoff dinner to help plan these events. We are looking for long term and short term volunteers for these fund raising efforts that our programs throughout the year.

Come on out and help us in this planning phase and enjoy dinner on NAPM Houston for your efforts.

November 15-16, 2005

Improving Negotiating Skills

University Of Houston Clear Lake Center for Advanced Management Programs (Camp)

Today, more than ever, management is placing increasing demands on its buyers to purchase its goods and services in a cost effective manner. In fact, they see this function as the area of greatest profit contribution. One clear-cut way of achieving these goals is to discover ways that will help you to improve your negotiation skills. In this core course, you can "learn by doing" with an experienced purchasing negotiator who will show you techniques guaranteed to bring immediate results.

General Information/Registration Details

Location: University of Houston-Clear Lake, 2700 Bay Area Blvd., Bayou Building, Houston, TX 77058

Time: 8:30 a.m. - 4:30 p.m., with check-in 8-8:30 a.m.

[Click Here For Registration Information](#)

ISM Announces New Supply Management Qualification

(TEMPE, Ariz.) - Institute for Supply Management^(tm) (ISM) continues to lead supply management by developing a new professional qualification that will be relevant internationally and reflect the expanded education, skills and experience needed to be a successful supply management professional. ISM's Board of Directors recently approved the recommendation by the ISM Certification Committee that ISM develop a new professional qualification that recognizes those expanded competencies. The ISM Board directed that the program be available in 2008. Please click the link below for more detailed information.

<http://www.ism.ws/AboutISM/MediaReleases/pr091205SMQualifications.cfm>

If you have any questions, please contact the certification department at certification@ism.ws

Condolences go out to Earl Boykin and family on the passing of Earl's mother, Norma Mae Boykin.

Funeral services will be held on Saturday, October 1, at the Pasadena Funeral Chapel, 2203 Pasadena Blvd., in Pasadena, Texas.

NAPM - Houston Business Report

September 12, 2005

by Douglas R. Miller, C.P.M. 713-988-7306

ECONOMY STEADILY GROWING HIRING RATE NEAR RECORD - PRICES MODERATING

Houston's economy grew again in August for the thirty-second consecutive month. The PMI for the month was 62.9, keeping alive a string of five "60 plus" months; seventeen of the last nineteen months have produced a PMI of sixty or greater, indicating an extremely healthy economic environment for the area. The Sales component of the PMI continued its torrid pace in August with fifty-two per cent of survey respondents reporting that their firms' Sales increased for the month against their July Sales, while only eleven per cent reported a decrease in Sales in the past thirty days. The Sales index has been at or near record levels since January of this year.

The Employment component of the PMI also hovered at a near record level for the past month. August's Employment index of 34 has been equaled only twice before, in 1997, and bettered only once in the past ten years, in early '98. All indications seem to point to the hiring need continuing, although some leveling may occur as the Production and Sales affects of Katrina become known. Production rates continued to climb in August, according to survey participants, making August the twenty-ninth straight month of Production increases. Thirty-seven percent of those responding reported a rise in their Production rate as opposed to only 6 per cent indicating a drop in Production for the month.

Purchases maintained a very healthy growth rate for the month while buyers were attempting to meet the requirements of significant Sales and Production ramp-ups. The rate of Price increases dipped slightly in August with nearly a third of participating firms having seen overall price increases even though sixty per cent of those surveyed reported that the prices they paid for the month were the same as for the prior month. Purchased Materials Inventories increased during August while Finished Goods Inventory was flat for the month.

We cannot yet know what overall affect Hurricane Katrina will have on the Houston economy but the likelihood of a general economic reversal is very, very, small. There is currently a solid economic base in the local area and that base will likely not shrink much, if at all. It remains likely that 2005 will end in record or near-record territory.

Items in short supply: Steel Castings, metal tips, cyro, vaccine, tapered bearings, down hole connectors, speciality circuit boards, steel, valves, packing, castings, aircraft quality forgings, 7-5/8" & 8" OCTG, TiO2, memory modules, optical disc products.

Prices on the UP side: Natural gas, electricity, surcharges, lumber, gas, petroleum products, diesel fuel, poly, marine vessels - tugs & barges, acetone, calcium carbonate, steel scrap, aluminum products, resins, CTL rates, T/C rates, gasoline, PVC/CPVC valves, lube, tires.

Prices on the DOWN side: PC's, cartons, MRO materials, office supplies, plasticizer, co-poly resin, packaging, steel fabrications, fasteners, stainless surcharges, carbon steel, aluminum.

AUGUST

Index 2004/2005 (9 months)

	UP	SAME	DOWN	N/A	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG
Sales	52%	31%	06%	11%	+21	+46	+26	+24	+42	+51	+34	+45	+46
Production	37%	34%	06%	23%	+17	+29	+14	+11	+34	+47	+31	+35	+31
Employment	43%	48%	09%	00%	+16	+25	+15	+18	+31	+28	+18	+30	+34
Purchases	49%	40%	11%	00%	+29	+38	+18	+39	+36	+23	+46	+48	+38
Prices Paid (Major Purchases)	31%	60%	09%	00%	+65	+54	+52	+49	+34	+25	+25	+27	+22
Lead Times (from Sellers)	51%	43%	06%	00%	+44	+32	+35	+39	+36	+20	+34	+31	+45
Purchased Inventory	23%	34%	06%	37%	-02	+26	+02	+21	+26	+05	+12	+17	+17
Finished Goods Inventory	20%	40%	20%	20%	-02	+09	-02	+08	+17	+03	-03	-10	00

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

NAPM - Houston	09/04	10/04	11/04	12/04	01/05	02/05	03/05	04/05	05/05	06/05	07/05	08/05
Composite PMI	62.7	60.2	60.8	60.5	61.7	59.0	58.2	60.8	62.9	61.0	63.7	62.9

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

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

Subscriptions to the report are available through NAPM-Houston

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



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Address Service Requested

October Menu:

Beef Stroganoff Tender chunks of Beef & Gravy
German Style Mashed Potatoes
Steamed Vegetables
German Chocolate Cake

Dinner Includes:

Garden Green Salad
Dinner Rolls
Coffee, Tea, Water

Chicken or Vegetarian dinner available upon request.
Please notify us at the time your reservation is made.

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.