

UPCOMING EVENTS

April

- 11th Annual Meeting, "Building the Perfect Purchasing Team"
- 29th ISM Satellite Seminar
"Risk and Change Management: Surviving in a Dynamic Business Environment"
- 25-26th Improving Negotiating Skills -
University Of Houston Clear Lake
Center for Advanced Management
Programs
- 27-28th How To Purchase Services -
University Of Houston Clear Lake
Center for Advanced Management
Programs

May

- 11th Dinner Meeting
- 29th ISM Satellite Seminar
"Risk and Change Management: Surviving in a Dynamic Business Environment"
- 22 - 23rd Essentials of Purchasing -
University Of Houston Clear Lake
Center for Advanced Management
Programs

Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

April 11th Annual Meeting "Building the Perfect Purchasing Team"



Leslie Amerman is an education program design and implementation professional. On January 3, 2000, she co-founded MindStretch; a company that focuses on helping organizations create dynamic learning environments. She has helped many companies utilize their technology and their people to achieve their full potential.

Leslie's background in technology, sales, education and management has provided a diversified foundation for her personal development expertise as she develops and recommends development programs for managers and executives from a variety of industries. As Vice President of MindStretch, she has acquired specialized skills in the areas of effective communication and influencing people. She has a special talent for sharing the secrets of recognizing those with whom one is interacting and motivating individuals to adapt and connect for success.

Leslie draws on her certification as an Insights Learning and Development accredited practitioner for ready access to tools that support the goals of her clients. These tools include Personal Effectiveness, Team Building, Team Effectiveness, Effective Communication Skills, Leadership, Stress Management and Ethics in the Workplace to name a few. (Cont'd on Page 2)

PRE MEETING

Basic Presentation Skills For Professionals

Presented By: John Martin, Toastmasters

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 Thurs, Jan 5th, 5pm)

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

EXECUTIVE BOARD

PRESIDENT

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PRESIDENT'S



MESSAGE

April is Past Presidents night and we are honored to have our Past Presidents join us for the April general meeting. Throughout the years I have had the pleasure of working with 9 of our Past Presidents, many of which are still active in our association. All have expressed a similar thought regarding the fact that our associations strength lies in the dedicated volunteers that serve NAPM Houston. This is a time to get to know our past leaders, so don't hesitate to introduce yourself and have them share some of their past experiences with you.

April is also a time to vote for our future leaders. Balloting for the 2006 – 2007 program year will be open prior to the meeting and is also currently available online on our website. This year we will be electing next year's Vice President and one Local Director. So participate in our annual election and let your voice be heard.

We had an excellent turnout at the March Trade Expo and General meeting with approximately 180 in attendance. I would like to personally thank all of our supporting Suppliers and members who participated in making the Trade Expo a success. Our Trade Expo and annual Golf Tournament are our only fund raising events and their success is critical in providing our associations programs and events for the entire calendar year. In preparation for the May 18, 2006 Annual Golf Tournament we are requesting that each member bring a sleeve of golf balls to the April meeting.

So plan on joining us for the April 11, 2006 general meeting in honoring our past leaders and voting for the future leaders of our association.

Regards,

Ed Wahowski

713-215-4211

edward.m.wahowski@williams.com

Speaker Bio – Cont'd from Page 1

Leslie brings a practical and realistic approach to people development and has been highly successful in bringing groups together to achieve synergy. She is passionate about "authentic leadership". Her passion is to encourage and inspire individuals, teams, and organizations to be the best that they can be.

Leslie has been invited to deliver Keynote Presentations for a variety of organizations including the T.H.C.A, Shell Oil Company and M.D. Anderson Cancer Center. In addition, she delivers motivational and educational presentations to Fortune companies and education organizations.

(courtesy of Kim Wren)

SATELLITE SEMINAR

“Risk and Change Management: Surviving in a Dynamic Business Environment”

The constant change in technology and the expanding global economy demand more sophisticated ways to mitigate and reduce potential conflicts. Gain a thorough understanding of how to manage risk and prepare for change. Know what to do when conflicts arise and how to ensure security. The discussion includes other supporting topics.

The next one scheduled is Thursday, April 20, 2006 at the Aramco Services facility. This seminar is worth 4 CEH's.

To register contact Dora Valdez at DA.Valdez@AramcoServices.com.

Past Presidents Honored During April Dinner Meeting

By Marian Nimon, C.P.M.

NAPM-Houston will host Past Presidents' Night in conjunction with the April General Meeting on Tuesday, April 11th. Past Presidents will be honored for their dedication and contribution to the success of our organization. Past Presidents unable to attend may wish to communicate an update on their current activities to Marian Nimon. Questions and updates should be directed to Marian at mnimon@mdanderson.org or 713-745-8352.

NEWS & NOTES

Best Wishes to Cody Oberhoff, son of Laurie Oberhoff, and Jessica Matthews on their marriage on Saturday, March 25, 2006. In 1996, when Cody was 14, he made the NAPM-Houston ballot box that we use each April for officer elections.

Congratulations on the move up to Laurie Oberhoff who has recently been promoted to Purchasing Manager at Tecmag, Inc.

Notice of Annual Meeting April 11, 2006

By: Edward M. Wahowski, Pres.

The Annual Meeting of NAPM Houston Inc., will be held in conjunction with the April 11, 2006 General Meeting for the election of officers for the 2006 – 2007 program year. NAPM Houston Inc., will be electing the positions of Vice President and (1) Local Director to begin their terms for the 2006 – 2007 program year beginning June 1, 2006.

Nominees are:

Vice President Candidates:

Bette J. Bryan, C.P.M. – Enterprise Products Co.
Laurie D. Oberhoff – Tecmag, Inc.,

Local Director Candidates:

Carlene Jackson – Stewart & Stevens Inc.,
Jo Ann Prazak, A.P.P. - AMEC Paragon, Inc.,
Mara Stanfield, C.P.M. –Belmont Corp.
Kim Wren, A.P.P. – Amegy Bank

Ballots will be available online at www.napmhou.org the week of March 13, 2006 and at the General Meeting April 11, 2006. All NAPM Houston Regular Members in good standing and Life Members shall have the right to vote in the local NAPM Houston Inc., annual election.

2006 Eisenhower Award for Excellence in Research and Development

The University of Texas M. D. Anderson has been selected to receive the 2006 Eisenhower Award for Excellence in Research and Development. This prestigious Federal Procurement Award recognizes outstanding achievements in government contracting. The nominees are all prime contractors that have excelled in their utilization of small businesses as subcontractors and suppliers.

John Gillespie, Executive Director Supply Chain Services and Marian Nimon, C.P.M., State and Federal Small Business Program Manager, will represent M. D. Anderson to receive the award at Small Business Week in Washington, DC in April during the 2006 Small Business Week.

The Dwight D. Eisenhower Award for Excellence is an annual national award. There is one winner in each of five categories; construction, research and development, services, utilities, and manufacturing.

Consideration for the award includes maximum practicable opportunity for small business, veteran-owned small business, service-disabled, HUB Zone, small disadvantaged business, and women-owned small business. A 5-year trend analysis and detailed narrative summarizing the subcontracting program was evaluated. Other criteria included demonstration of management support of the small business program, effectiveness of the Small Business Liaison Officer, outreach efforts, assistance to small business and success stories, participation in a Mentor-Protégé Program, recipient of other small business awards, use of the small business databases CCR and SUB-Net, participation in SBA's Subcontractor-of-the-Year Award programs, and list of all Federal agencies with which contracts contained subcontracting plans during fiscal year 2005. The award may not be given again to the same recipient for another 5 years.

Certified Professional In Supply Management (CPSM) News

THE CPSM WILL PREPARE SUPPLY'S FUTURE LEADERSHIP

Institute for Supply Management™ has chosen the title Certified Professional in Supply Management (CPSM) as the name of the organization's new qualification. The CPSM is slated to be the profession's most rigorous qualification, representing the highest degree of professional competencies.

Some professionals have asked ISM why these changes are taking place when the Certified Purchasing Manager (C.P.M.) designation is at an all-time strength. Within the last decade, recognition of the C.P.M. has attained global status and the rate of C.P.M. certification has increased, especially internationally, with new certifications actually outpacing that of the United States.

Why then has Institute for Supply Management™ committed to making these changes?

The answer — the future of supply management.

This announcement comes at a point in time when supply's capabilities and responsibilities have seen unprecedented growth in importance within organizations. Never before have these professionals been asked to do so much and take on as much responsibility as they do now. Simply put, the individual job functions that were once semi-independent from each other are now fully interrelated. In today's supply environment, expertise in multiple areas of supply management provides professionals with the ability to see the big picture of their organization's supply operation.

It is ISM's responsibility to the entire profession of supply management that has brought about these announced changes within the association's credentialing program. As stated, this is a forward-thinking move to benefit all professionals in supply management, including those whose primary focus is the purchasing function. These changes are necessary and preemptive moves, which anticipate supply's evolution and will prepare managers for the profession of tomorrow.

ISM'S MISSION DRIVES CREDENTIALING CHANGES

Institute for Supply Management™'s mission mandates that credentialing decisions be based upon the current and future needs of the supply management profession. Along with this mandate, financial resources for operating credentialing programs must be aligned to support ISM's mission:

Expand the sphere of influence of supply management. Align Institute for Supply Management™'s organization with its Mission. Enhance the Institute's revenue generation to ensure the resources necessary to support the Mission. ISM's 2004 Certification Market Study supports the creation of the CPSM as the qualification necessary for supply managers to be successful in the 21st century. The CPSM will reflect higher skill levels across all disciplines within supply management. Several main points that came out of the Certification Market Study are:

Multiple or tiered certification programs are expensive, ineffective and dilute the focus of an organization's credentialing programs. As a membership association with finite resources, ISM has made the choice to commit its resources to the CPSM.

The new role of supply managers will require a continuous expansion of knowledge in a rapidly changing environment. Changes in technology, methods and scope of supply management will increase the need for education, training and certification. The CPSM will expand these capabilities and skills.

Senior management teams of the future will need professionals with extensive knowledge in multiple disciplines within supply management. The CPSM addresses these broad-based needs.

NAPM - Houston Business Report

March 10, 2006

by Bette J. Bryan, C.P.M. 713-803-8758

PMI DOWN FROM RECORD HIGH

SALES AND PRODUCTION STABLE, EMPLOYMENT CONTINUES UPWARD MOVE

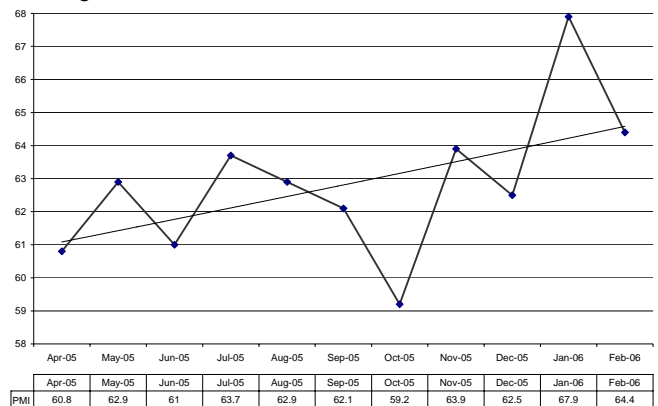
Houston's economic growth rate slowed during February evidenced in a PMI of 64.4, down 3.5 points from January's all-time high of 67.9. This month's index indicates a slight deceleration, but continues to reflect the area's extremely healthy economic environment where we have seen a PMI of 60 or greater for 23 of the last 26 months.

January's economic surge was fueled by record-breaking numbers reported by the contributors in the Sales and Production components of the PMI. These indices are down from January's highs, but still gave a strong showing. Of the purchasing professionals surveyed, forty-seven percent reported increased Sales and forty-three percent reported increased Production in the past thirty days.

The rate of growth in Employment is on the rise for the third consecutive month according to survey participants. November's Employment index of 14 was the lowest recorded over the last twelve months. It climbed steadily to 33 for February with eighty-six percent of the respondents reporting manpower as either "up" or "unchanged". Based on Sales and Production increases over the past several months, it appears likely that Employment numbers will continue to reflect growth for some months to come.

Prices Paid for Goods and Services continues to stabilize encouraging continued economic growth for the region. Finished Goods Inventory dropped significantly for the second month in a row confirming that the condition of Houston's economy is indeed very strong. Firms are challenged in this environment to balance inventory with sales backlogs.

The chart below shows the general trend for the last eleven months. The resulting graph depicts Houston's steady economic growth.



Items in short supply: Prevner vaccine, carbon steel flat rolled products, masking tape, special connectors, 7 5/8" drill pipe, marine equipment and rigs, trucks and drivers, nickel-based metals, skilled personnel, hydraulic cylinders

Prices on the UP side: Galvanizing, domestic seamless carbon steel pipe, fuel, vaccine, engineers, towing costs for rigs & barges, OCTG & tubing, copper, copper products, aluminum and aluminum products, galvanized steel, corrugated, linehaul truck charges, some petro-based products, industrial lead batteries, FRP fillers, fasteners,

Prices on the DOWN side: Computers and components, PCBA's, cold-rolled steel, polyethylene resins, hydraulic cylinders

February

Index 2005 (9 months)

	UP	SAME	DOWN	N/A	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB
Sales	47%	43%	00%	10%	+34	+45	+46	+45	+26	+50	+44	+59	+47
Production	43%	23%	10%	23%	+31	+35	+31	+31	+17	+39	+35	+63	+33
Employment	23%	43%	10%	03%	+18	+30	+34	+27	+20	+14	+17	+30	+33
Purchases	40%	50%	07%	03%	+46	+48	+38	+35	+23	+39	+35	+53	+33
Prices Paid (Major Purchases)	43%	43%	03%	10%	+25	+27	+22	+42	+62	+55	+41	+40	+40
Lead Times (from Sellers)	40%	53%	07%	00%	+34	+31	+45	+38	+37	+34	+38	+37	+33
Purchased Inventory	23%	33%	17%	27%	+12	+17	+17	+11	+15	+00	+00	+16	+06
Finished Goods Inventory	20%	27%	30%	23%	-03	-10	00	+10	+06	+00	-02	-6	-10

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

NAPM - Houston	03/05	04/05	05/05	06/05	07/05	08/05	9/05	10/05	11/05	12/05	01/06	02/06
Composite PMI	58.2	60.8	62.9	61.0	63.7	62.9	62.1	59.2	63.9	62.5	67.9	64.4

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
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National Association of Purchasing Management – Houston
GOLF TOURNAMENT AND BBQ

CYPRESSWOOD GOLF CLUB
 21602 Cypresswood Drive, SPRING, TEXAS 77373 PHONE 281.821.6300

Thursday, May 18, 2006

FOUR – PERSON SCRAMBLE / SHOTGUN START / 9:00 A.M.

REGISTRATION AT 8:00 A.M. BBQ MEAL AT 2:00 P.M.

Player Registration Form

\$125 / Player - Includes green fee, shared cart, BBQ lunch

\$450 / Team - Includes 4 green fees, 2 carts, 4 lunches

\$25 / Person for BBQ Meal Only

Registration Deadline is May 1, 2006

PLAYER NAME:		PHONE:	
COMPANY:		FAX NO.	
COMPLETE ADDRESS: (INCLUDE CITY, STATE, ZIP)			
EMAIL ADDRESS:			

PLAYER NAME:		PHONE:	
COMPANY:		FAX NO.	
COMPLETE ADDRESS: (INCLUDE CITY, STATE, ZIP)			
EMAIL ADDRESS:			

PLAYER NAME:		PHONE:	
COMPANY:		FAX NO.	
COMPLETE ADDRESS: (INCLUDE CITY, STATE, ZIP)			
EMAIL ADDRESS:			

PLAYER NAME:		PHONE:	
COMPANY:		FAX NO.	
COMPLETE ADDRESS: (INCLUDE CITY, STATE, ZIP)			
EMAIL ADDRESS:			

Payment must accompany registration. Make checks payable to NAPM-HOUSTON, INC.

Mail checks to: NAPM- Houston
 P.O. Box 771203
 Houston, TX 77215-1203

Check No. _____ Amount: \$ _____

Credit Card Info: Amount \$ _____ Visa ___ MC ___ Amex ___ Exp.Date: _____

Card Number: _____

(Mail credit card info to above address or fax to 713.952.7194)

Any questions e-mail Valarie Cross vcross@eprod.com or call 713.803.2403

National Association of Purchasing Management – Houston

GOLF TOURNAMENT AND BBQ

CYPRESSWOOD GOLF CLUB, SPRING, TEXAS

Thursday, May 18, 2006

SPONSORSHIP REGISTRATION FORM

Company Name _____
Complete Address _____
Contact Person _____ E-mail _____
Phone Number _____ Fax Number _____

Please indicate which sponsorship you wish to support:

- GOLD CELEBRITY** - 8 playing spots, Includes lunch, Signage on 2 courses
\$2,000 Banner displayed at BBQ and recognition in program
Web Link from NAPM website
- BLUE CHAMPION** - 4 playing spots, Includes lunch, Signage on 2 courses
\$1,200 Banner displayed at BBQ and recognition in program
Web Link from NAPM website
- RED STAR** - 2 playing spots, Includes lunch,
\$500 Signage on 2 courses
- 2-HOLE SPONSOR** - Signage on 2 courses
\$250
- 1-HOLE SPONSOR** - Signage on 1 course
\$150

NAPM-Houston would appreciate any donation of suitable raffle items. We will be conducting raffle and your company name will be displayed as donor of item. See contact information below to coordinate deliver of your contribution.

Payment must accompany sponsorship form. Also, please include any entry forms that you may have on team members. Make checks payable to: **NAPM-Houston, Inc.**

Mail Checks to: NAPM-Houston
P.O. Box 771203
Houston, Tx. 77215-1203

Check No. _____ Amount: \$ _____

Credit Card Info: Amount: \$ _____ Visa _____ MC _____ Amex _____ Exp. Date: _____

Card Number: _____

(Mail credit card info to above address or fax to 713.952.7194)

For questions please email Valarie Cross vcross@eprod.com or call 713.803.2403



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

Address Service Requested

April 2006 Dinner Menu

Caesar Salad
Slow Roasted Prime Rib served with
Au jus on French Crusty Bread
Steamed Vegetables
Roasted New Potatoes
Fruit Crepes
Dinner Includes:
Dinner Rolls
Coffee, Tea, Water

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