

UPCOMING EVENTS

February

9th **ISM Satellite Seminar** - "Ethics in Supply Management – Minding Your Actions and Decisions"

14th **Dinner Meeting**

17th & 18th **C.P.M. Review**

March

14th **Dinner Meeting**

18th **Sarbanes Oxley - Saturday Seminar Series**

27th-28th **Advanced Purchasing Strategies** - University Of Houston Clear Lake

29th-30th **Legal Aspects of Purchasing** - University Of Houston Clear Lake

Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

January 14th General Meeting *"Buying Under the Influence"*



Laura M. Birou is a Senior Consultant for ADR North America. A highly sought-after public speaker and educator, prior to her current position she had an 18 year career in higher education. Laura is known for innovative educational approaches in the areas of Purchasing, Operations, Supply Chain Management, Knowledge Management, Diversity, International Business, Strategy and Ethics.

Laura has worked in the purchasing and supply chain management field for 22 years, beginning her career with American Hospital Supply and Hewlett-

Packard. She has been utilized by her previous employers as a catalyst for strategic change implementing a JIT purchasing system, conducting a total quality management (TQM) analysis of the purchasing function, developing a coordinated inbound freight program and a supplier communications program, involvement with new product development, and the developing inventory reduction and cost reduction programs. She has a wide variety of consulting experience in both the public and private sectors. In serving her clients she establishes relationships that span decades. (Bio cont'd on page 2)

PRE MEETING

Supplier Diversity February Pre-Meeting sponsored by Supplier Diversity and will feature Mr. Craig B. Clayton, Sr. who will present the business case for supplier diversity. The emphasis will be on which conversational points to use as a tool to promote the concept of supplier diversity in the workplace.

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: **5:30 pm – Pre-Meeting**
6:00 pm - Dinner
7:00 pm – Program
8:15 pm - Adjourn

EXECUTIVE BOARD

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PRESIDENT'S



MESSAGE

Call for Nominations

The first quarter of the year we seek to identify and recognize leadership within our association. This is accomplished by the Call for Nominations to you our members.

We identify future leaders of our association in nominating candidates for the positions of Vice President and Local Director. Recognition is given to the leadership support of our members by nominating the NAPM Houston Boss of the Year.

Acknowledgement of leadership in the business community is provided by nominating our Inside Sales, Outside Sales Persons of the Year and our Supplier of the Year.

Our last nomination in this process is the James O. Cox Award and recognizes the contributions of the member who has performed outstanding service to NAPM Houston and exemplifies true professionalism both on the job and within the community.

Detailed information, qualifications and deadlines for these positions and awards can be found on our web page and in our Houston Buyline news letter. Listed below are the closing dates of our Calls for Nominations:

- Call for Nominations : Vice President & Local Director - Closes 02/14/06
- Call for Nominations: Boss of the Year - Closes 01/20/06
- Call for Nominations : Supplier Awards - Closes 02/14/06
- Call for Nominations: James O. Cox Award - Closes 04/11/06

I urge all members to participate in our nomination process to shape the leadership of our association and recognize leadership within our member companies and businesses.

Regards,
Ed Wahowski

Speaker Bio – cont'd from page 1

Dr. Birou is a graduate of Michigan State University with a B.A. in Marketing, an M.B.A. in Purchasing and Transportation Management, and a Ph.D. in Business Administration specializing in Purchasing, Operations and Strategic Management. She has publications appearing in the Journal of Operations Management, International Journal of Purchasing and Materials Management, the International Journal of Physical Distribution and Logistics Management, and Production and Inventory Management Journal.

Members of the purchasing community have bestowed numerous honors on Dr. Birou including: The Doctoral Dissertation Award, The International Swedish Scholarship, The John Hoagland Scholarship, District IV Professional Development Person of the Year 1990, and the Bob Angel Award 1992.

CALL FOR NOMINATIONS

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

The Immediate Past President is chair of the Nominating Committee for Board positions for the 2006-2007 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 281-518-8575 or e-mail to mike.valant@hp.com

The deadline to receive nominations is February 14, 2006.

Exhibitors Needed for 2006 Southwest Purchasing Conference

October 5, 2006

Albuquerque, NM

Albuquerque Marriott Hotel

Please let your suppliers know about this opportunity to exhibit to 200+ supply management professionals.

\$300 Registration Fee includes Tabletop Exhibit

SPONSORSHIPS AVAILABLE

To Register: ismswscf.org

SATELLITE SEMINAR

“Ethics in Supply Management – Minding Your Actions and Decisions”

The next one scheduled is Thursday, February 9, 2006 at the Aramco Services facility. To register contact Dora Valdez at DA.Valdez@AramcoServices.com. This seminar is worth 4 CEH's.

Rare Opportunity for Low Cost Quality C.P.M. Review Seminar

Supply Chain Management is all about value! Now here's an example of how NAPM-Houston has added significant value to your membership.

For the first time in as long as anyone can remember, a C.P.M. Review seminar is being offered to the members at a minimal cost of only \$20 per day. Past seminars have cost participants hundreds of dollars. Don't be deceived by the low price. This is a quality learning experience. Mr. Frank Quiett as you may recall was our dynamic speaker at the November general meeting. In February he will share more of his passion and energy for the C.P.M. certification. He's a wonderful teacher with many years of hands on experience. You will not be disappointed.

So mark your calendars for February 17th & 18th. Plan on being at the Brookhollow Sheraton beginning at 8:00 a.m. both days. Your fee includes Breakfast and lunch. How can you lose on this one? All you need to do is fill out the registration form which is on the website. Review of the C.P.M. Study Guide prior to review is recommended.

James O. Cox Outstanding Member Award for 2006

Call for Nominations

By: Gary Lyon, C.P.M., A.P.P..

Each year for over 51 years now, NAPM Houston has recognized a member who performs outstanding service to NAPM Houston and exemplifies true professionalism both on the job and within the community. In 1953 the "Outstanding Member of the Year Award" was created to acknowledge the accomplishments of this person and in 1972, it became known as the "James O. Cox Outstanding Member of the Year Award".

A nominee for the James O. Cox award must be a regular member of NAPM-Houston, Inc. for a minimum of ten consecutive years; must have served either as a voting member of the Board of Directors for at least 2 consecutive years or been Chair of a committee or combination of committees for at least 3 years. If a voting board member, he/she must have attended at least 7 of 10 board meetings in the same year. A sitting President is not eligible for this award during their presidential year. The nominee must have demonstrated leadership and managerial capabilities, must have performed their assigned tasks, and must have attended a majority of the General Meetings.

Nominations for the 2005 – 06 James O. Cox award will be accepted through the General Meeting on Tuesday April 11, 2006. A nomination form is posted on the association's web site at www.napmhou.org, or can be obtained by contacting Gary Lyon, C.P.M., A.P.P. at 281-285-7673, glyon2@sugar-land.oilfield.slb.com, wlyon@Houston.rr.com, or at any General Meeting.

NEWS & NOTES

Congratulations

Our Pro-D Char, JoAnn Prazak, announces the birth of her first grandson, Alexander Engdahl, was born December 6, 2005, weighing 6lb. 8oz. The whole family is doing great!

Condolences

Bonnie Lyon, wife of our Past President Gary Lyon, recently had surgery to remove bone spurs on her heel and tendon. She'll be out of commission for about two months, so here's wishing the time goes by fast for Bonnie...and Gary, too.

JAMES O. COX OUTSTANDING MEMBER AWARD NOMINATION FORM

This form must be completed and returned with all the necessary information and/or backup material in order nomination to be valid. Attach separate sheet(s) if needed to list additional qualifications. Be sure to sign nomination.

NOMINEE: _____ Member Since : _____

I. GENERAL PARTICIPATION

Indicate **Yes or No** to the following:

- . Attends more than half of the nine (9) General Meetings _____ Yes _____ No
- . Attends fund raiser(s) regularly? _____ Yes _____ No
- . Is able to attend District or National Conferences _____ Yes _____ No
- . Holds a Purchasing certification? **A.P.P.** _____ Yes _____ No **C.P.M.** _____ Yes _____ No
- . Adheres to the highest professional ethics? _____ Yes _____ No
- . Exhibits exemplary personal conduct? _____ Yes _____ No
- . Has performed a series of tasks for the Association well? _____ Yes _____ No
- . Other? (identify) _____

II. SERVICES RENDERED

Indicate the activity and year the service was performed:

- * Has Nominee held one or more of the following Board Positions? (check all that apply and show the year):

_____ President _____ Vice-President _____ Secretary _____ Treasurer
_____ Director For National Affairs _____ Local Director (2 yr term) _____ Director-At-Large

- * Has Nominee been a Standing Committee Chair (select committee(s) with number of years served)

_____ *MAC* _____ *Public Relations* _____ *Programs* _____ *Pro-D* _____ *Special Activities*
_____ *Communications/Web*

- * Has served as a Chair or Vice Chair of a Regular Committee (name committee[s] and year held)

<u>Committee</u>	<u>Chair</u>	<u>Vice Chair</u>	<u>Member only</u>	<u>Year(s) Served</u>
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

- * Active at *District*/Forum level? (Attach separate sheet if needed) _____ *Position* _____ *Year*

- * Active at *National* level? (Attach separate sheet if needed) _____ *Position* _____ *Year*

- * Has Nominee received any of the following awards. (Identify award(s) which apply with year received)

Billie Sommer New Member _____ Year **District Person of the Year* _____ *Position* _____ Year
Cosgrove Award _____ Year *Shipman Medal* _____ Year

Other: (identify) _____

If Nominee has written/published related articles at National or other major publication, local newsletter, copies of the Publication(s) must accompany this nomination form. Provide a written statement as to why your Nominee is particularly deserving of this award. Use additional sheet(s) if necessary.

III. ELIGIBILITY

Nominee must be a REGULAR member of NAPM-Houston, Inc. for a minimum of ten consecutive years; must have served either as a voting member of the Board of Directors for at least 2 consecutive years or been Chair of a committee or combination of committees for at least 3 years. If a voting board member, he/she must have attended at least 7 of 10 board meetings in the same year. *The sitting President is not eligible.* Nominee must have demonstrated leadership and managerial capabilities. Must have performed their assigned tasks and must have attended a majority of the General Meetings.

Nominated by: _____ Date: _____

Submit this completed form (with required additional information) to Gary Lyon, Chair James O. Cox Award **no later than the April 11, 2006 General Meeting.** E-mail to glyon2@sugar-land.oilfield.slb.com, fax to (281) 285-8571, mail to Gary Lyon – 3519 Upfield Dr. – Houston, TX 77082, or hand deliver at one of the upcoming general meetings. For questions or information, call Gary Lyon at (281) 285-7673 or e-mail at either glyon2@sugar-land.oilfield.slb.com or wlyon@houston.rr.com.

NAPM - Houston Business Report

January 10, 2006

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

ECONOMY GROWS FOR 3 YEARS

PRICE RISE SLOWING - JOB MARKET STABILIZING

The Houston economy completed three full years of growth in December, with a PMI of 62.5 for the month. The Houston PMI has been above 60, which marks very healthy growth, for twenty-one of the last twenty-four months. The Sales and Production components of the PMI fell slightly in December from the near record-setting numbers they held in November. However, both Sales and Production are reporting a very positive ratio between those firms reporting "UP" results and those reporting "DOWN" results for the month.

The PMI's Employment index indicates some degree of leveling for the month, with both the increase and decrease numbers diminishing and the "no change" category increasing in December. It would appear that less new jobs are now being created but that fewer jobs are being phased out also, resulting in a general flattening of the job market. This trend, if it continues, could result in a more stable economic environment, and may spell an even longer growth period for Houston business.

Promising news came from the Prices Paid component of the PMI in December, as the index dropped to 41 from November's 55. The percent of survey contributors reporting price increases fell from sixty-six per cent to forty-seven, while those reporting the same price levels for December as they paid in November went up from twenty-three per cent to forty-seven per cent. The numbers represent a significant change and if they continue in the same direction they will certainly add stimulus and stability to the economy, likely prolonging the current growth trend.

Purchases of goods and services continued to grow at about the same pace as they have grown for most of the past year. Nearly half of all survey respondents reported increasing their purchases of goods and services for December, apparently confirming very solid Sales backlogs. Lead Times grew slightly in December as Sales backlogs continued to grow in many firms. Buyers are apparently adjusting to working under current long Lead Time conditions, as they historically have done in rapid-growth periods, as those long delivery times become more the norm. Inventories were nearly flat for the month as only those goods which could be immediately consumed were purchased; the inventory tax man cometh this time of year.

Items in short supply: Flu vaccine, SS fasteners, cast pipe plugs, molded rubber products, hydraulic valves, SS pipe and fittings, 5-1/2, 7-5/8, 9-5/8 OCTG, marine equipment, tugs & barges, TiO2, C276 nickel alloy products, CS products, drillings rigs.

Prices on the UP side: Casing, tubing, trucking, aluminum, Steel, copper, aluminum products, package freight, flat bed trucking, LTC, natural gas, electricity, PVC resins, fuel surcharges, tubulars, towing costs, rig rates, plastic parts, all fasteners, vaccine, steel with scrap, alloy, tungsten, coatings, heat treat.

Prices on the DOWN side: Gasoline, computer components, PC equipment, PCBA's, steel fabrications, stainless steel.

DECEMBER

Index 2005 (9 months)

	UP	SAME	DOWN	N/A		APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
Sales	53%	26%	09%	12%		+42	+51	+34	+45	+46	+45	+26	+50	+44
Production	44%	24%	09%	23%		+34	+47	+31	+35	+31	+31	+17	+39	+35
Employment	26%	65%	09%	00%		+31	+28	+18	+30	+34	+27	+20	+14	+17
Purchases	47%	41%	12%	00%		+36	+23	+46	+48	+38	+35	+23	+39	+35
Prices Paid (Major Purchases)	47%	47%	06%	00%		+34	+25	+25	+27	+22	+42	+62	+55	+41
Lead Times (from Sellers)	41%	56%	03%	00%		+36	+20	+34	+31	+45	+38	+37	+34	+38
Purchased Inventory	12%	38%	12%	38%		+26	+05	+12	+17	+17	+11	+15	+00	+00
Finished Goods Inventory	18%	44%	15%	23%		+17	+03	-03	-10	00	+10	+06	+00	+03

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

NAPM - Houston	01/05	02/05	03/05	04/05	05/05	06/05	07/05	08/05	9/05	10/05	11/05	12/05
Composite PMI	61.7	59.0	58.2	60.8	62.9	61.0	63.7	62.9	62.1	59.2	63.9	62.5

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

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Address Service Requested

February 2006 Dinner Menu

Garden Green Salad
Blackened Breast of Chicken with Cajun Vin Blanc Sauce
Roasted Garlic and Shallot Potatoes
Medley of Vegetables
New Orleans Beignets

Dinner Includes: Dinner Rolls, Coffee, Tea, Water

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.