

Houston *Buyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

May 2006

UPCOMING EVENTS

May

3rd Global Sourcing and Effective Alliance Management

Presented By: Resources Global Professionals

9th Dinner Meeting

18th NAPM-Houston Golf Tournament

22 - 23rd Essentials of Purchasing - University Of Houston Clear Lake

June

2nd Port of Houston Authority - Presentation and Harbor Tour

Location: Port of Houston - Clinton Drive

8th ISM Satellite Seminar "Buying Travel, Energy and Other Services"

13th Dinner Meeting

Check out the details for all events

At:

www.napmhou.org

**Think Service
Think Value
Think NAPM-Houston**

May 9th General Meeting "Bottom-Line Negotiations - Essential Skills"

This presentation is for those who seek some bottom-line negotiation skills that can be applied for success. One of your major functions is to negotiate the best terms and price for the materials and services your organization needs to operate. This complex task requires knowledge, tact, superior communication skills, and a solid game plan! But few people understand that 90% of all negotiations takes place before the involved parties even get to the bargaining table.

Fortune Favors the Prepared Mind:

In Purchasing, Contracting, and Supply Management, each of us is required, each and every day, to be a good negotiator. The complexity, value, risk, and importance of the product, material, or service to be negotiated will determine the scope and scale of each negotiation. Generally, a good purchasing negotiator is not "lucky" in a negotiation. Rather, the effective negotiator makes his or her own luck. "Luck" in negotiations is actually the result of hard work and good planning, not dirty tricks, cute tactics, or sleight of hand. In short, success in negotiations with suppliers will vary.

- Does negotiating make you generally apprehensive or uncomfortable?
- Do you fear that the other parties will take advantage of you?
- Are you concerned about getting the best possible terms when you negotiate?
- Do you find yourself not knowing where to start at the negotiating table?



THOMAS L. TANEL, C.P.M., CTL, CCA, has an international reputation as a Subject Matter Expert, Consultant, and Seminar Leader in Purchasing, Procurement and Supply Management, Logistics and Supply Chain Management, and Business Process Outsourcing. With over 30 years of experience, he offers a seasoned perspective on purchasing, supply management, and logistics through his line, teaching, staff, and consulting positions.

Mr. Tanel is President, CEO, and founding Principal of CATTAN Services Group, Inc., a logistics advisory, counseling and training firm. Designated as a Lifetime Certified Purchasing Manager by the Institute of Supply Management (ISM); he has served as Director of Seminars for ISM's Transportation Group as a charter member, holds NAPM-New Jersey's Certificate of Service, and has held many key offices for the Purchasing Management Association (PMA) of Central Jersey from Chair, Public Relations and Pro-D to President and Director Of National Affairs. Currently, he serves as 2nd Vice Chair for ISM's Logistics and Transportation Group. (Cont'd on page 3)

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

Please RVSP for dinner meeting by Thursday, May 4th at 5pm at napmhou@earthlink.net

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PRESIDENT'S



MESSAGE

Value of Membership

Our focus this year has been on providing value to our Houston Chapter members. That value has come from developmental opportunities through training programs, workshops, speakers, and a networking forum within our profession. We have provided opportunities for members to accumulate 54 continuing education hours at a nominal fee to advance their careers. In addition, through the administration of our local chapter, members can gain valuable management skills.

Some of the significant programs have been:

- Our National Association outlined its plans for the future, and benefits of National membership, through their programs and services at the October dinner meeting.
- November featured our first volunteer planning dinner to help plan our fund raising activities.
- The NASA Supply Symposium and facility tour was held in January and combined both the Houston Chapter and Bay Area Chapters in this event.
- January also featured our highly attended 2 day lecture style C.P.M. Review that was offered at nominal cost and had 60 participants

In addition to these events we continued to offer the (4) ISM Satellite Seminars at no cost, had significant participation in our (2) Saturday Seminars – related to Career Services and Sarbanes Oxley requirements and had an outstanding University of Houston Student Round Table event where members shared their personal experiences with the Student Supply Chain Management Chapter.

All of these programs were attributable to the support of our dedicated volunteers that spend so much of their personal time assuring that the quality of our Associations programs and events consistently exceed all expectations.

I would like to personally thank all of our volunteers that made this year possible and you our members that came out and supported these events and programs.

It has truly been an honor to serve this year as your 85th President.

Warmest Regards,

Ed Wahowski

713-215-4211

edward.m.wahowski@williams.com

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Election Results April 11, 2006

By: Edward M. Wahowski, President, NAPM Houston Inc.,

The Annual Meeting of NAPM Houston Inc., was held in conjunction with the April 11, 2006 General Meeting and the election of officers for the 2006 – 2007 program year was completed.

The Election Results are as follows:

Vice President: Bette J. Bryan, C.P.M. – Enterprise Products Company

Local Director: Jo Ann Prazak, A.P.P. - AMEC Paragon, Inc.,

Local Director: Carlene Jackson

(Note: Carlene Jackson will be completing the second year of Bette J. Bryans, C.P.M. term as local director)

Please join me in congratulating our newly elected Officers that begin their terms 06/01/06 at the start of the 2006 – 2007 program year.

SATELLITE SEMINAR – June 8, 2006

“Purchasing Travel, Energy and Other Services”

This satellite seminar explores the role of supply managers in the services spend. Previously managed outside the supply organization, more and more supply managers are responsible for the purchase of travel, energy and other services. Knowledge of each unique service area is critical for supply's successful contribution. Find out how you can become proactive in demonstrating your knowledge using sound supply management strategies.

The next one scheduled is Thursday, June 8, 2006 at the Aramco Services facility. This seminar is worth 4 CEH's.

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

Tom Tanel Bio – Cont'd from page 1

Additionally, Mr. Tanel is a Certified Cost Analyst through the Institute of Cost Analysis, a member of the Freight Transportation Consultants Association, and a member of the Association of Professional Materials Handling Consultants.

Having been Certified in Transportation and Logistics, he has served as Director of Education for the American Society of Transportation and Logistics. He is a recipient of a number of prestigious honors, including the Transportation Management Field Award and the Physical Distribution Field Award, bestowed by the Society of Logistics Engineers (SOLE), as well as the Advanced Professional Designation in Logistics Management, jointly conferred by the Air Force Institute of Technology and SOLE. Mr. Tanel

holds a Bachelor of Arts from St. John's University and an MBA with concentration in logistics from the Florida Institute of Technology.

Some of the organizations that have benefited from Mr. Tanel's assistance include: Alumax Building Products; American Chrome and Chemical; Bear Creek Corp.; Bell Atlantic Mobile; Brach & Brock; Cooper Lighting; CTI Logistx; Elizabethtown Gas Co.; Gilroy Foods; Glaxo Wellcome; Maxus Energy; McCormick & Co.; Mobil Oil Corp.; Morgan Guaranty Trust Co.; NEXTEL; NORTEL; Olympic Steel; The Original Honeybaked Ham Co.; PDVSA Services, Inc.; Republic National Bank; Rockefeller Group; Rohm & Haas; Southern Nuclear Operating Co.; Taylor Packing Co.; Temple-Inland Industries; UNISOURCE; United Airlines; Virginia Power and Electric; and Western Geophysical Co.

Tom Tanel has conducted over 600 lectures and seminars for colleges and universities, ISM/NAPM affiliates, professional associations, and in-company clients, as well as for the American Management Association. He has served as adjunct faculty in purchasing and materials management for Bloomfield College, the University of Maryland, Monmouth University, and St. John's University.

A respected practitioner, his more than 40 articles and insights have appeared in Container News, Distribution, DC Velocity, Electronic Buyer's News, Executive Business, Inbound Logistics, Logistics Spectrum, Manufacturer's Mart, Materials Management and Distribution, Professional Purchasing, Purchasing Magazine, Purchasing Management Digest, Purchasing World, Supplier Management and Selection Report, and Transportation and Distribution, to name a few. *(courtesy of Kim Wren)*

Welcome New Members

There were 27 new members approved by the Board at the April meeting. 26 were regular members and 1 associate member. We would like to welcome our new members from April:

Regular Members:

Matthew W. Apicella	Capgemini
Belinda Beltran	Kelly Engineering Resources
Colleen Burke	Ascentrics Consulting Group, Inc.
Elizabeth G. Cloud	AIG
Debra Coberley	AIG Global Sourcing Services
Brenda Decker	Noble Energy, Inc.
Paul J. Diorio	CB & I
Howard Duckworth	Sasol North America, Inc.
Alfonso Escanero	ExxonMobil Global Services Company (SCF Global Services)
Cheryl C. Gonzales	Schlumberger
Vmar Hassan	AIG Global Sourcing Services
Amanda Kim	AIG Global Sourcing Services
Pamela W. Lee	Schlumberger
Liga Jevdokimova	BMC Software
James Malone	Bechtel Corp.
Jim McCulloch	AIG Global Sourcing Services
LeAnne Pedigo	Teledyne Instruments
Hai-Yen Pledger	Stewart & Stevenson
Mario Anthony Sanchez	Stewart & Stevenson
Robert Schultz	Consolidated Graphics
Jomae Selseth	Teledyne Instruments
Teri L. Sponseller	Hewitt Associates, LLC
David A. Ulmer	Axens North America
Paul Young	Retriever Payment Systems
Sonia c. Yost	AIG Global Sourcing Services
Xiaodong Zhou	Schlumberger

Associate Members:

Larry DeFuria	EDG, Inc.
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The new member door prize for the April dinner meeting went to Ms. Laura Herring of Stewart & Stevenson, she received a Black NAPM logo padfolio organizer.

The New Member Orientation was well attended at the April pre-meeting. Our next New Member Orientation will be in October, 2006. Please contact Mara L. Stanfield, C.P.M. if you have any membership questions, she can be contacted via e-mailed at mstanfie@belmontvillage.com or via telephone at (713) 463-1770.

News and Notes – May 2006

Condolences go out to the family of Dayrl Beehler, who passed away April 16, 2006, at the age of 50. Dayrl was the Purchasing Manager at Noble Drilling Corporation, where he had worked for 25 years. Dayrl had been a local NAPM member since 2002. No memorial services have been set at this time, but will be scheduled at the discretion of his family at a later date.

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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

May 2006 Dinner Menu

Garden Green Salad served in a Corn Tortilla Bowl
Chicken and Beef Enchiladas topped with Green Chili
and Tomatillo Sauce
Texas Spice Rice and Beans
Sopapillas and Carmel Flan
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.