

Houston *Buyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

November 2006

UPCOMING EVENTS

November

- 1 - 2nd "The Legal Aspects of Purchasing" – University of Houston-Clear Lake
- 14th Dinner Meeting – E-Commerce Night and Special Recognition to UHD Supply Chain Management Alumni

December

- 4 - 5th "Improving Negotiating Skills" – University of Houston-Clear Lake

January

- 9th Dinner Meeting
- 22 - 23rd "Essentials of Purchasing" – University of Houston-Clear Lake
- 24 - 25th "Improving Purchasing Performance" – University of Houston-Clear Lake

Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

November 14th General Meeting "Gaining Control: A Strategic Approach to Managing Services Spend As Costs Climb"

Tony D'Astolfo, Vice President Sales, Rearden Commerce

Services costs are out of control, with travel leading the way: GDS fees are increasing. Hotel room demand is outpacing supply and fuel prices are on the rise driving up the cost of airfare, rental cars and even shipping. With budgets perpetually tight, what can procurement professionals do to achieve savings in this environment?

Opportunities for savings are out there. With a strategic approach and the right solutions, procurement leaders can provide their companies effective ways to deliver positive bottom line results. Join travel and procurement industry veteran Tony D'Astolfo, Rearden Commerce's VP of Travel Services, for a roundtable discussion on how procurement managers can offset rising costs by proactively focusing on opportunities and tools to manage the expense categories that they can control.



A 25-year travel industry veteran, **Tony D'Astolfo** has long been considered one of corporate travel's leading experts, based upon his extensive strategic and tactical experience. Prior to joining Rearden Commerce, D'Astolfo served as Senior Vice President at Sabre-Holdings, where he ran GetThere, Sabre's online business-to-business e-commerce unit. D'Astolfo joined the pre-IPO startup GetThere in 1999 as Vice President of Sales, driving the customer base from five to over 2200 and growing revenue tenfold. Competing against established corporate giants such as American Express, Microsoft and Oracle, D'Astolfo led GetThere's penetration into more than 50% of Fortune 200 companies and 67% of the "BTN 100," Business Travel News' roster of companies with the largest annual travel spend. Following this aggressive client acquisition period, he developed Get There's consulting unit, focusing on growing online adoption; and this team's benchmarks and best practices still lead the online travel industry today. (Bio con'td page 2)

Submitted by Kim Wren

November 2006 Pre-Meeting:

E-Commerce Trends, Hosted By The E-Commerce Buyers Group

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

Cost: \$27 (Reservations Required)

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

Please RSVP for dinner meeting by Thursday, November 9th at 5pm at napmhou@earthlink.net

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PRESIDENT'S MESSAGE

The November Dinner Meeting has been designated as E-Commerce Night. This is something new for NAPM-Houston this year. Our keynote speaker, Tony D'Astolfo, Vice President of Sales with Reardon Commerce, will present a topic related to services spend using E-Commerce as a procurement alternative. Please try to join us on November 14 to hear all about it. Prior to the Dinner Meeting, we will be entertained by a Mariachi Band from Patrick Henry Middle School, one of our sponsored schools.

Please remember to bring canned goods and other non-perishable food items to the November Dinner Meeting as part of our holiday food drive to help needy families from our sponsored schools, Patrick Henry Middle School, as well as Scarborough Elementary.

NAPM will award scholarships to winners of the student paper writing contest from the University of Houston-Downtown. These winners will be announced at our November Dinner Meeting. Pro-D will also recognize NAPM members who are UHD alumni at this meeting.

It is hard to believe that Thanksgiving will soon be here and Christmas close behind. This is that special time of year when we give thanks for our many blessings and enjoy getting together with friends and family. Best wishes to you and yours for a Happy Thanksgiving.

Regards,

Linda Love, C.P.M.

Tony D'Astolfo Bio, Cont'd from Page 1

Prior to GetThere, D'Astolfo was a senior sales and customer service executive with United Airlines for 19 years. As Corporate Sales Manager in the New York metropolitan area, he and his team grew United's revenue by over \$100 million annually through a targeted, well-executed strategy aimed at the financial services and pharmaceutical industries dominating that region. D'Astolfo's last position there was National Sales Manager for the United Kingdom and Ireland, where he helped formulate United's Pan-European sales strategy and the go-to-market sales plan for Star Alliance, a marketing consortium that at the time included eight of the world's largest airlines.

D'Astolfo graduated with honors from Bernard M. Baruch College in New York City, with a BA in Marketing and Management. He is a frequent speaker at travel industry conferences sponsored by NBTA (National Business Travel Association), IBTA (International Business Travel Association), ACTE (Association of Corporate Travel Executives) and serves as a member of the ACTE Board of Directors.

Tenure Awards

5 years

John Sutton , C.P.M., A.P.P.
Karin M. Joe
Rosie Wall

10 years

Beverly Baker Raney
David C. Parrott , C.P.M., A.P.P.
Felipe Fernandez, Jr.
Valarie J. Cross

30 years

Robert T. Skinner

New Members

There were 24 new members approved by the Board at the September Board Meeting. 20 were regular members, 1 transfer and 3 student members. For the month of October, there were 17 approved members, 15 regular and 2 associate members. We would like to welcome all our new members:

Regular Members:

| | |
|---------------------------|--------------------------------------|
| Sarah Ansley | OYO Geospace |
| Ken Baird | Goodman Manufacturing |
| David A. Bennett | Omega Protein, Inc. |
| Bruce M. Bernhoft | Woodforest National Bank |
| Charles D. Blackwell | Anadarko Petroleum Corporation |
| Monty Boyle | Price Waterhouse Coopers |
| Christina Butterworth | Hewlett Packard |
| Debbie T. Covey | Stewart & Stevenson |
| Bertha Duenez | Stewart & Stevenson |
| Julie A. Guzman | Stewart & Stevenson |
| Lindsay E. Hanisko | BP America Production Company |
| Jake Isom | Anadarko Petroleum Corporation |
| Matthew R. Jolk | FMC technologies |
| Brandy Jones | 17 th Floor LP |
| Edward S. Julius | Hewlett Packard |
| Michael King | Hewlett Packard |
| John Kopalchick III | Protiviti, Inc. |
| Jose M. Legarreta, C.P.M. | Marathon Oil Company |
| Carla Litteral | BP America Production Company |
| George Loomer | Thorpe Products Company |
| Jeff A. Lovejoy | IS Support, Inc. |
| James R. Martin | Saudi Aramco Oil Company |
| James (Jim) N. McKinney | Sumner Manufacturing |
| Matthew Meyer | Hewlett Packard |
| Sheryl Lynn Newberry | Stewart & Stevenson |
| Gene L. Poitevint | Thermo Electron Process Systems |
| Bob Putnam | M.C. Tubular Products |
| Jeffrey T. Reinprecht | Mustang Engineering |
| Wibowo Setiyawan | Accenture |
| Shawn M. Sheridan | Sercel |
| Ellisio M. Soares | Petrobras America, Inc. |
| Leah J. Spikes | Gardner Denver Water Jetting Systems |
| Richard E. Stark | Open Solutions, Inc. |
| Edward Yambao | Hewlett Packard |
| Wenjie Thomas Yang | ConocoPhillips |

Transfer Members:

| | |
|-----------------------|--------------------------|
| Christian Castellanos | Integrated Trade Systems |
|-----------------------|--------------------------|

Associate Members:

| | |
|--------------------|--------------|
| Katherine Anderson | OYO Geospace |
| Alisha Uglow | OYO Geospace |

Student Members:

| | |
|-----------------------|----------------------------------|
| Kimberly P. Labbe | University of Houston |
| Juan M. Llanas | University of Houston – Downtown |
| Evania Yanuar Muljadi | University of Houston |

The new member door prize for the October dinner meeting went to Bertha Duenez of Stewart & Stevenson. Congratulations!

E-Commerce Trends

Submitted by Nancy C. Wimberley, C.P.M.

E-Commerce providers for eProcurement Solutions trends are focusing on strategic buying solutions. Examples of some trends are:

- Automating procurement tools already in place
- Implementing new strategic eProcurement platforms.
- Increasing the use of “Portals”. Common examples are Employee Portal, Supply Chain Portal, MRO portal and Supplier portal which are focused on strategically consolidating resources and driving compliance. Portals with technical and functional capabilities to provide strategic buying solutions will have more opportunities for companies to save “big money”.

Most major companies have changed their buying processes to eProcurement within the last five years; more and more medium and small companies are in the implementation process or still in the process of considering an eProcurement solution.

While the common thinking was that E-Commerce would eliminate “middle man”, the trend shows the distributor is still receiving the majority of orders, however the twist has been that suppliers/distributors being integrated into a Supply Portal.

The following is the current Electronic partnership Buyer/Supplier “wish list” in eProcurement:

- Effective Communication in an electronic environment
- ‘Eye to Eye” vision and mission
- Customer friendly site
- Ability to interface with other systems
- Enhanced transaction performance
- Mandatory supplier portal participation. (may require supplier to update their systems to participate in the partnership).

2007 Membership Dues

Dues invoices will be available for **all** regular and associate members, and/or company coordinators, at the November 14, 2006, dinner meeting. Those not picked up at the meeting will be mailed to the preferred mail address. If notices are not received by December 1, members should check with their company coordinator, or the addresses/numbers listed below.

2006 new members and transfers, please note: you will receive a dues invoice, and you must renew or be dropped; most new members will receive a credit toward renewal based on join date. If you choose not to renew, such credit is not refundable or transferable. This process places all members on an annual basis, allowing all invoicing yearly, rather than monthly.

The annual dues, payable upon receipt of dues invoice, are \$170.00 for regular and \$70.00 for associate members. Any over/under payments for 2006 and/or past due dinner invoices will be noted, and any adjustments will be calculated into the total amount due.

Again, members will have the option to prepay nine (9) meeting dinners (January through November), at a discount, or payment at the door. The prepaid dinner fee is \$195.00. This dinner prepayment is not mandatory, not transferable and not refundable. Dinner reservations will be required unless member requests automatic reservations.

The following may be used for payment:

- **Check to NAPM-Houston, Inc.** mailed to the address below, or delivered to the dues table at the January 9, 2007, dinner meeting.
- **Credit card** (Master Card, Visa or American Express only) payments mailed, e-mailed, faxed, or paid at the January 9, 2007 dinner meeting dues table.
- **Cash** paid at the January 9, 2007, dinner meeting dues table.

Mail address:

NAPM-Houston, Inc.

P.O. Box 771203

Houston, TX 77215-1203

Phone: (713) 702 0056 (Stan) or (713) 702-5072 (Doc)

Fax: (713) 952-7194

E-mail: docstelz@swbell.net.

Dues exempt members (lifetime, honorary, academic, student) will not receive dues invoices, but may prepay dinners by submitting \$195.00 by check, credit card or cash, as outlined above. Please specify "prepaid dinners".

Dues are payable on, or before, January 9, 2007; payments not received by January 31, 2007 will, likely, result in the unpaid member being dropped from ISM and/or NAPM-Houston, Inc. roll(s). If employer is paying dues, please follow up with responsible individual or department to insure timely payment. Invoices will include the member's business and home information and mail preference; please help us keep our records current by correcting any errors, adding all missing data, then submitting the dues invoice, or a copy, with payment. If employer is processing payment, please request your accounts payable dept. or whoever makes your payment, to include it with the corrections/additions noted.

Also, 2006 members currently unemployed may have their dues waived for up to one year. If that appeals to anyone, please return dues notice requesting a waiver and specifying initial date of unemployment. When re-employed, the member shall contact us, advising the new job description; we will check for continued eligibility, and, if so, invoice the balance for the year. Members serving in our armed forces may also receive a waiver.

Please direct questions to Stelzer Associates (Stan or Doc) at above address, phone(s), fax or e-mail.

Supplier Diversity News

Submitted by Phyllis Graham

Hosted by the Houston Minority Business Council (HMBC) and now in its 30th year, **EXPO 2006 "We Mean Business"** minority business development tradeshow, held at the George R. Brown Convention Center on October 11 – 12, drew the largest attendance, exhibitor base and sponsorship support ever. EXPO 2006 is the largest minority business development tradeshow in Texas and the 3rd largest in the nation.

HMBC's EXPO has always been recognized by both the corporate and minority business sectors as the most sales-oriented event of the year. This year over 1,000 minority business owners introduced their products and services to more than 1,500 key purchasing representatives staffing over 205 booths. Statistics indicate that at least two-thirds of EXPO participants will report contracts ranging as much as \$2 million within eight months of the event. MBEs who participate report an average of 23 sales calls with 44% immediate results following EXPO.

HMBC recognized four outstanding minority business enterprises (MBEs), three leading corporations for their commitment and dedication to minority business development, and four corporate diversity managers for their continued support. The 2006 Supplier of the Year winners receiving these prestigious awards were:

Sal Esparaza, President, **Sal Esparaza, Inc.**, a commercial and

industrial landscape, irrigation installation, and ground maintenance firm.

Lupe Fraga, Chairman/CEO, **Tejas Office Products, Inc.**, a general office and computer supply company with a full line of major brand names and office furniture.

Donna Cole, President, **Cole Chemical & Distributing, Inc.**, a petrochemical, chemical, synthetic lubricant, plastic resins distributing company serving the nation.

Terri Lynn Hornsby, President, **TLC Adcentives LLC**, an advertising and promotional specialty company.

UHD Supply Chain Management Alumni asked to attend November 14th NAPM Houston meeting

Join us November 14th at the NAPM-Houston General Meeting as we recognize our UHD Supply Chain Management Alumni.

We want to recognize all Supply Chain Management professionals who graduated from the excellent Supply Chain Management program at UHD.

We ask all NAPM members to please help us make this effort a success by inviting your UHD Supply Chain Management graduate friends to come to the General meeting November 14th.

At the end of meeting, we ask the alumni to stay long enough for pictures with UHD Facility and staff and give us your contact information.

The Professional Development Committee is proud to recognize the UHD program and their alumni and would like to make this an annual event.

For additional information contact Clark Alexander, C.P.M., (713) 215-3421.

School Partnership Committee Update

Submitted by Debbie Newman

It is time for our annual holiday food drive. The Committee will be collecting food donations (canned goods, rice, dried beans, etc.) at our November dinner meeting. Then our adopted schools will assemble holiday food baskets for needy student families.

Patrick Henry Middle School's October Parent Newsletter included a nice article thanking NAPM for all the donated school supplies. Thanks again to all our members for your generous donations.

NAPM will be recognized by HISD at a breakfast for Community Business Partners on November 30th at the InterContinental Hotel. Christian Castellanos will attend as NAPM Houston's School Partnership Committee representative.

Remember to email or phone Debbie Newman at debbie.a.newman@exxonmobil.com or 281-654-2905 if you have something to donate, would like to volunteer for an event, or have an idea to share. We really are making a difference.



NAPM-Houston, Inc.
P. O. Box 771203
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Address Service Requested

November 2006 Dinner Menu

Caesar Salad
Romano Chicken with Marinara Sauce
Florence Roasted New Potatoes
Steamed Asparagus
Italian Cream Cake
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.