

Houston *Buyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

October 2006

UPCOMING EVENTS

October

4-6th Southwest Purchasing
Conference – Albuquerque, NM

10th Dinner Meeting

12th ISM Satellite Seminar – “Finance
for the Supply Professional”

12th Houston Minority Business
Council Expo, www.hmbc.org

30 – 31st “Advanced Purchasing
Strategies” – University of
Houston-Clear Lake

November

1 – 2nd “The Legal Aspects of
Purchasing” – University of
Houston-Clear Lake

14th Dinner Meeting – Recognition of
UHD Supply Chain
Management Alumni

Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

October 10th General Meeting

"Creativity and Imagination Yields Success"

Speaker: **Cynthia St. Dennis**, Financial Executive, Quality ISO Trainer,
Distinguished Toastmaster

Everyone makes a difference. At the end of the day the question you ask is "What kind of difference did I make today?" Everything is built on relationships. Go beyond simply interacting with customers and colleagues to build relationships. Create value for others - with no cost. You can replace money with imagination, your objective is to outthink your competition rather than outspend them. Reinvent yourself on a regular basis. In whatever job or position you hold or industry, you wake up to a new world each day, its YOUR CHOICE to take new direction for yourself and your business.



Cynthia St. Dennis - As a finance professional, Cynthia has served 30+ years in the Payroll Compensation arena. A graduate in Business Management from the University of Phoenix and her extensive business background enables Cynthia to speak to business owners on such subjects as employer/employee relationships, statutory requirements, compensation components, international employee assignments, global employment challenges and the effects and compliance of ISO quality systems.

Cynthia's leadership, speaking and presentation skills are proven with her continued commitment to Toastmasters for the past 14 years. District 56 spans the greater Houston Metro area serving 3000+ Toastmasters. Her current position as Lt. Governor of Education and Training for District 56 of Toastmasters International expands the opportunity to reach the Greater Houston Metro area.

September 2006 Pre-Meeting: Business Etiquette "Mind Your Manners"

Presented By: Doug Miller C.P.M.

There will also be a **"New Member Orientation"** scheduled during this time.

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

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PRESIDENT'S MESSAGE

Our September Volunteer Fair was a big success! I want to commend all of the committees for their creativity in preparing gifts and door prizes for those who visited their tables, and I want to thank all of you new volunteers who stepped up. I think you will enjoy the opportunity to get to know other members better and become a part of the process that makes NAPM a great organization that gives back far more than it takes.

I would like to remind you that Aramco Services Company will host one of four annual Satellite Seminars on October 12, 2006, from 9:00AM to 1:30PM. This is free of charge for members. Four CEU's will be awarded to those who attend. This month's topic is "Finance for the Supply Professional". If you are working on your C.P.M. or preparing to recertify, these Satellite Seminars are definitely something you should take advantage of. Dates for the other three seminars are February 8, 2007, April 19, 2007, and June 7, 2007. Check our website under the Pro-D Committee for more information.

The Pro-D Committee coordinates several other educational events in addition to the Satellite Seminars that are either at no cost or at very nominal cost to help you in your pursuit of certification. Please watch the website and newsletter for these other events.

Cynthia St. Dennis with Toastmasters will be our keynote speaker for the October Dinner Meeting. This should be a very interesting presentation that should not be missed. I'm looking forward to seeing you there.

Sincerely,
Linda Love, C.P.M.

SATELLITE SEMINAR – October 12, 2006 "Finance for the Supply Professional"

Understanding finances and the ability to use financial ratios and concepts have become critical to the success of each supply professional. The key to understanding, application and decision making lies in knowing what to look for and how to interpret and use what you find. This program will explore balance sheets, income statements, profit and loss, cost control, credit ratings, annual reports, financial ratios, spend analysis, cost reduction, and other topics related to finance. Join us as we remove the mystery to all of the numbers.

The next one scheduled is **Thursday, October 12, 2006** at the Aramco Services facility. This seminar is worth 4 CEH's.

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

Tenure Awards

Ten Years

Deann B. Smith, C.P.M.
Jeffrey A. Pratt, C.P.M.

Five Years

Elizabeth G. Cloud
George Rittenhouse
Harold W. Romberg
Scott Byrd

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.

New Members

By Mara Stanfield

There were 16 new members approved by the Board over the summer. 10 were regular members, 5 transfers and 1 associate member. We would like to welcome our new members:

Regular Members:

Ray Barker Jr.	Harris County Hospital District
Larry R. Combs	Perfect Commerce
Melvin E. Davis	Hewlett Packard
James Ferrell	Conoco Phillips
Steve Kramer	Hewlett Packard
Michelle Lin	National Oilwell Varco
Rachel Lino	Global Santa Fe
Shawn R. Shackelford	Shell Oil
Tammie M. Simmons	NRG Texas
Pablo C. Viteri	Integrated Trade Systems, Inc.

Transfer Members:

Robert W. Boyd, Jr.	Waste Management, Transfer from South Carolina
Gary Kilponen	Chain Management, Transfer from Carolinas Virginia
Osunsanya A. Ogunye, C.P.M.	Bechtel Corporation, Transfer from Bay Area
Tomas L. Tanel, C.P.M., CTL., CCA CICCM	Transfer from ISM
Robert Williams	BP NAG Business Unit, Transfer from Iowa

Associate Members:

Tonia Sherrouse	MSN, Inc. DBA McDugald Steele
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The new member door prize for the September dinner meeting went to Ms. Gina Montague of 17th Floor.

There will be a New Member Orientation at the October pre-meeting. It will begin at 5:20 PM. Please check with the registration table for the meeting room assigned. All new members are encouraged to attend. Please contact Mara L. Stanfield, C.P.M. if you have any membership questions. She can be contacted at mstanfie@belmontvillage.com or (713) 463-1770.

From Professional Development

by Pamela R. Washington, C.P.M., A.P.P.
Professional Development, Chairperson

Professional Development ("Pro D") would like to Thank all persons who visited the Pro D Volunteer table at the September 2006 General Meeting. We look forward to working with new members and re-turning members this 2006/2007 year.

Special Recognition goes out to all the Pro D members that assisted with various activities to make the September Volunteer table a success. **Thank You... Thank You.... Thank You.** The next Pro D meeting will be held Thursday, October 26, 2006. Place TBD; if you need additional information please e-mail **Pamela Washington** at naphouprod@yahoo.com.

Pro D presented the winners of the 2006 University of Houston (UHD) student writing contest at the NAPM-Houston September General meeting. The following are the UHD student winners:

- **1st Place – Shirley Whyte**, Radio Frequency Identification

- **2nd Place – Dominic Tee Giuliano**, Guidelines for Managing Hazardous Materials
 - **3rd Place – Edward Lipscomb**, Supply Chain Management Risk: Identification & Avoidance
- Congratulations to all of the UHD Student Winners

Pro D is preparing for the UHD Fall scholarship. The winners will be presented at the November 2006 General Meeting. Ronald Spencer is coordinating the event.

Looking For ALL NAPM UHD Alumni members..... please forward your name and contact information to Clark Alexander at napmcareersrvs@earthlink.net. Pro D would like to recognize all NAPM-Houston UHD Alumni members at the November 2006 General Meeting.

Receive a **FREE Gift** for attending 3 of the 4 ISM Satellite Seminars this 2006/2007 year. Pick up your attendance card at the NAPM-Houston Satellite Seminar meetings. The 1st Satellite Seminar will be held Thursday, October 12, 2006.

BE ALL THAT YOU CAN BE WITH HELP FROM NAPM-HOUSTON PRO D.

Membership Spotlight
Edward M. Wahowski
PAST PRESIDENT – NAPM-Houston



Edward M. Wahowski has been a member of NAPM-Houston, Inc. January 2, 1996 and has served us well since. Following are the highlights of Ed's 10 years of service for NAPM-Houston.

Program Year Sitting President
2006 – 2007 Program Year

Position Held
Immediate Past President

SW Supply Chain Forum Representative
New Member Qualification for Board Approval
Chair Nominating Committee – Association Officers
Monthly Fax Distribution of Business Report
Web Page Programming and Maintenance
Electronic Officer Ballot

2005 – 2006 Program Year

President

Monthly Fax Distribution Of Business Report
Web Page Training & Electronic Officer Ballot
Summer Leadership Conference – Las Vegas

2004 – 2005 Program Year

Vice President

Budget Chair
Monthly Fax Distribution of Business Report
Web Page & Electronic Officer Ballot
Golf Tournament Volunteer
Summer Leadership Conference - DC

2003 – 2004 Program Year

Communications Chair – Standing Committee

Web Page and Association Email Communications
Monthly Fax Distribution Of Business Report
Dinner Reservations
Web Page & Electronic Officer Ballot
Golf Tournament Volunteer & Photographer
Summer Leadership Conference – Las Vegas
Elected Vice President for 2003 – 2004 year

2002 – 2003 Program Year

Communications Chair – Standing Committee

Web Page and Association Email Communications
Monthly Fax Distribution Of Business Report
Dinner Reservations
Web Page & Electronic Officer Ballot (First Electronic Vote for NAPM-Houston)
Golf Tournament Volunteer & Photographer
Summer Leadership Conference – New Orleans

2001 – 2002 Program Year

Communications Chair – New Committee

Web Page and Association Email Communications
Monthly Fax Distribution Of Business Report
Dinner Reservations – (Assumed Reservation Responsibilities)
Golf Tournament Volunteer & Photographer
Summer Leadership Conference – Dallas

Named District II Website Person Of The Year – 2000- 2001

2000 – 2001 Program Year

Career Services Chair

Web Page and Association Email Communications
Started Emailing Notices (Assumed From Communications Committee)
Monthly Fax Distribution Of Business Report (Assumed From Communications Committee)
Resume / Jobs Listings
Pre-Meeting Presentation
Spring Career Services Seminar
Summer Leadership Conference – Nashville

1999 – 2000 Program Year

Career Services Chair (Assumed Duties 10/99)

Web Page and Resume / Job Listing
Pre-Meeting Presentation
Spring Career Services Seminar

1998 – 1999 Program Year

Career Services Co-Chair

Web Page and Resume / Job Listing
Pre – Meeting Presentation
Spring Career Services Seminar

1997 – 1998 Program Year

Career Services – Member

Web Page and Pre-Meeting Presentation
Spring Career Services Seminar

1996 – 1997 Program Year

Career Services – Member – First Involvement

Web Page

School Partnership Committee Update

Submitted by Debbie Newman

Are you ready for some football?? Go teams!

One of the results of the Super Bowl being held in Houston is a gift for our local children - two new Youth Education Town Centers (similar to a Boys & Girls Club). One of the YET Centers was built just down the street from our adopted schools, Scarborough Elementary and Patrick Henry Middle Schools. The grand opening occurred during the last week of September.

The children will be able to enjoy a computer room, a library, an arts & crafts center, a game room, a special teen room and a huge gymnasium. There are also plans for organized sports in the near future. The YET Center will be open from 3 to 8 PM every Monday thru Friday during the school year and will have extended hours when school is out or if they have early release days. Membership is only \$3 per child for the entire year!

If you'd like the opportunity to visit one of our schools or meet some of our adopted students, we could use some volunteers at the end of October for a mini fall festival, tentatively planned for Friday, October 27th in the afternoon. Volunteers will assist with face painting, carving pumpkins, and handing out prizes or refreshments.

In November the schools will have their annual holiday food drive to collect food and donations for needy student families.

Phone or email Debbie Newman (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.

Thanks again to all our members for all you have done for our adopted students. We really are making a difference.



Fall Supplier Diversity Events Calendar

October 12

Houston Minority Business Council Expo.
Business Opportunity Marketplace
George R. Brown Convention Center – Hall C
Houston, Texas
www.hmbc.org

October 29-November 1

National Minority Supplier Development Council
(NMSDC) Annual Conference and Business Opportunity Fair.
San Diego Convention Center, San Diego, California.
(212) 944-2430
www.nmsdc.org

May 6-9, 2007

ISM's 92nd Annual International Supply Management Conference and Educational Exhibit
"Continuity of Supply - The Future of Supply Management"
Bally's Hotel and Casino Las Vegas, NV
Registration opens December 2006
www.ism.ws/education

NAPM-Houston Business Survey

By Bette Bryan

We held our Business Survey Appreciation Luncheon Tuesday, Sept 26 at Maggiano's Little Italy on Post Oak. The attendance was light, but we had great conversation and a wonderful meal.

I'm sorry many of our survey participants could not attend due to their workload and other conflicts, but I want to express my sincere appreciation to all of the contributors who faithfully submit their completed survey sheets each month. I have a small thank you gift for each of you. Please seek me out at the October General Meeting if I don't find you.

The Business Survey is in need of new and renewed participation. The survey consists of eight simple questions. No detailed financial information is asked. Please see me if you have interest in participating.

Bette J. Bryan, C.P.M.
Chairperson, Business Survey Committee

NAPM - HOUSTON BUSINESS REPORT

For further information, contact: Bette J. Bryan, C.P.M. – (713) 803-8758

HOUSTON ECONOMY STEADY AND STRONG EMPLOYMENT ON THE RISE

HOUSTON September 10th, ---- The August Purchasing Managers Index (PMI) of 61.0 continues to reflect a very healthy overall economic climate for Houston. The Houston PMI, which can range from 0 to 100, is a leading indicator for industrial production, typically forecasting change by three to four months. A reading above 50 indicates that the Houston economy is generally expanding. A reading below 50 indicates the economy is generally contracting. The PMI is based on a monthly survey of some 80 purchasing executives in leading Houston industries, including oil and gas exploration and production, manufacturing, engineering and construction, chemicals, distribution, business and financial services, and healthcare, among others.

“Employment growth showed strong in August with thirty-nine percent of the reporting firms hiring new employees.” said Bette Bryan, Chairman of the Business Survey Committee for N.A.P.M.-Houston, Inc. “Production, another top-rated component of the PMI, was also up according to those responding, but at a significantly slower rate of growth than in recent months.”

There are eight components of the PMI, including Sales, Production, Employment, Purchases, Prices Paid, and Inventory levels. “Long lead times continue, reflected by the fact that only seven percent of those participating reported them as shorter than in July, whereas ninety-three percent of the responses stated them to be longer or the same.” said Bryan, “Coupled with the lower production and inventory levels reported this month by the Houston area supply management professionals, companies can expect sales to be adversely affected if these trends continue.”

Items in Short Supply: Electronic components, 24”, 30”, and 36” OD welded-seam line pipe, plant services, marine equipment, barge rigs, land rigs, valves, stainless steel ring gaskets, bar stock, PVDF plastic resin, bearings, tires, machine shop availability.

Prices on the UP Side: Copper, motors, pump parts, skid painting, machining of plastic and metal parts, stainless steel, monel, 18”-24” A106B carbon steel tubular goods, hydraulic cylinders, capital equipment, OCTG tubing and casing, all marine equipment and rig rates, freight costs, transportation services, fuel surcharges, plasticizer, stabilizer, calcium carbonate, all stainless steel products, lubricants, metal, plastics, foam, labor costs, copper wire and cable, machine/fabricated parts, paper, semiconductors, polyethylene resins.

Prices on the DOWN Side: Personal computers, office equipment, some electronics.

August 2006

Index 2005/2006 (9 months)

	UP	SAME	DOWN	N/A	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
Sales	46%	43%	11%	00%	+44	+59	+47	+55	+60	+55	+37	+20	+35
Production	25%	36%	18%	21%	+35	+63	+33	+50	+40	+29	+22	+27	+07
Employment	39%	57%	04%	00%	+17	+30	+33	+29	+40	+29	+18	+27	+35
Purchases	39%	50%	07%	04%	+35	+53	+33	+46	+28	+29	+33	+40	+32
Prices Paid (Major Purchases)	43%	46%	00%	11%	+41	+40	+40	+46	+28	+48	+52	+33	+43
Lead Times (from Sellers)	39%	54%	07%	00%	+38	+37	+33	+42	+56	+52	+59	+40	+32
Purchased Inventory	32%	11%	29%	28%	+00	+16	+06	+25	12	+30	+25	+23	+04
Finished Goods Inventory	21%	39%	25%	14%	-02	-6	-10	-4	20	+18	+03	-06	-04

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

NAPM – Houston	09/05	10/05	11/05	12/05	01/06	02/06	03/06	04/06	05/06	06/06	07/06	08/06
Composite PMI	62.1	59.2	63.9	62.5	67.9	64.4	66.0	64.2	62.0	61.1	60.4	61.0

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.

N. A. P. M. - Houston, Inc. is an affiliate of the Institute for Supply Management

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Address Service Requested

October 2006 Dinner Menu

Garden Green Salad
Chicken Enchiladas topped with
Green Chili and Tomatillo Sauce
Texas Spice Rice
Refried Beans
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.