

UPCOMING EVENTS

April

- 3rd "Supply Chain and Logistics Technology Program" – College of Technology, University of Houston
- 10th Dinner Meeting
- 10-11th "Improving Negotiating Skills" – University of Houston-Clear Lake
- 12-13th "How To Purchase Services" – University of Houston-Clear Lake
- 18th "Setting The Stage For Effective Contract Management" Seminar – NAPM-Austin
- 19th "The Business Case for Diversity in a Social Responsibility Context" Satellite Seminar
- 27th Port of Houston Tour

May

- 6th,9th ISM 92nd Annual International Supply Management Conference – Las Vegas, NV
- 7-8th "Essentials of Purchasing" – University of Houston-Clear Lake
- 9-10th "Contract Writing for Purchasing" – University of Houston-Clear Lake
- 10th Dinner Meeting
- 17th NAPM-Houston Golf Tournament
- 19th "Career Services Day" – CRG / Allsteel Distribution Center

Check out the details for all events
At:

www.napmhou.org

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Think NAPM-Houston

April 10th General Meeting Writing an Effective Scope of Work: The First Step to Supplier Performance Presented by **Jim Haining, MBA, C.P.M., A.P.P.**

By Kim Wren

Developing a clear, concise and effective scope of work is essential to ensure that the supplier(s) understand the requirements of the good/service request. This understanding will lead to superior supplier performance and overall success. This presentation will review the need for a scope of work, cover which items should and should not be included in a scope of work, and determine how the items included in the scope of work enhance or diminish supplier performance.



Jim Haining, MBA, C.P.M., A.P.P. has over 20 years experience in Supply Management. He is President of JDH Management, a supply chain consultancy and associate management firm. He is currently employed by Clark County in Las Vegas, Nevada. Former employers include Insituform Technologies, Inc. as Director of Procurement, Sprint as a Strategic Sourcing Group Manager and Sierra Pacific Power Company.

Jim has been a workshop presenter at the ISM International Supply Management Conference and the Southwest Purchasing Conference for the past several years. He also provides leadership training at the ISM Summer Leadership

Workshops nationwide. Jim also taught as an adjunct professor at Truckee Meadows Community College in Reno, NV. Jim received his BS from Brigham Young University and his MBA from the University of Phoenix.

Jim has been very involved in ISM and its affiliates since 1989. Jim is a member of the ISM Spokesperson Team and has served on ISM Affiliate Support Council and the ISM Regional Leadership Training Committee. He previously served on the ISM Board of Directors.

April 2007 Pre-Meeting: Leadership Skills

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: 4:30 pm – Pre-Meeting
6:30 pm - Dinner
7:30 pm – Program
8:30 pm - Adjourn

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llove@swbell.net

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Tecmag, Inc.
napmhou@earthlink.net

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sharon.malkovicz@hp.com

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Reef Industries
ksilverberg@reefindustries.com

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dcolema1666@earthlink.com

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joannprazak@yahoo.com

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napmhou@earthlink.net

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mstanfield@belmontvillage.com

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kim.wren@amegybank.com

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PRESIDENT'S MESSAGE

Every year our April dinner meeting is designated as Past Presidents Night. Special invitations are extended to all of our Past Presidents who are still living. There have been 86 Presidents of what is now NAPM-Houston, Inc. The first President was E. W. Lininger back in 1921. Several of our more recent Past Presidents are still active and attending NAPM functions regularly. Current board members Sharon Malkovicz, Dan Coleman, Doc Stelzer, Kimen Metzger, and Mike Valant are all Past Presidents, although Doc was President of the NAPM affiliate in Rochester, NY, before coming to Houston.

This event gives the general membership a chance to meet and know who these past leaders are, while it gives these leaders a chance to catch up with one another and discuss old times.

April is also time to elect our future leaders. We have one candidate for Vice President. This person will first serve one year as Vice President before becoming President the following year. Then after their year as President, they will continue to serve on the board as Immediate Past President. There are two Local Director positions on the ballot with three candidates. NAPM members may vote online from the website or by paper ballot at the April meeting. Election results will be announced at the end of the meeting.

I would like to thank Valarie Cross, our Special Activities Chair, for her hard work in organizing our Supplier Expo in March at the Crowne Plaza Brookhollow. This event is one of our two annual fundraisers. I hope everyone enjoyed the one-time change of venue and the opportunity to meet and network with the participating suppliers.

The second fundraiser is our annual golf tournament at the Cypresswood Golf Club to be held on Thursday, May 17, 2007. Valarie also heads up this event and is looking for volunteers for the day of the tournament. Please contact her at vcross@eprod.com if you are available to lend a hand. You don't have to know anything about golf, and it is a great opportunity to get away from the office, get to know other volunteers, and just have a fun day in a beautiful setting.

Sincerely,

Linda Love, C.P.M.

Notice of Annual Meeting April 10, 2007

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

The Annual Meeting of NAPM Houston Inc., will be held in conjunction with the April 10, 2007 General Meeting for the election of officers for the 2007 – 2008 program year.

Date: April 10, 2007
Time: 6:00 P.M. – 8:30 P.M.
Location: Sheraton Houston Brookhollow, 3000 North Loop West, Houston

NAPM Houston Inc., will be electing the positions of Vice President and (2) Local Director to begin their terms for the 2007 – 2008 program year beginning June 1, 2007.

The following nominees were approved by the NAPM Houston Board of Directors during the February 20, 2007 Board Meeting.

Vice President Candidate: Gail Fuselier – CITGO Petroleum Corporation

Local Director Candidates: Daniel O. Coleman, C.P.M. – Consultant
Mark A. Keiser, C.P.M., A.P.P. – Texas Children's Hospital
Kim Wren, A.P.P. – Amegy Bank

Ballots are currently available online at <http://www.napmhou.org> and at the General Meeting April 10, 2007. 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.



Satellite Seminar

April 19, 2007

“The Business Case for Diversity in a Social Responsibility Context”

Hosted By Aramco Services Company

While the concept of diversity is not new, it has become more complex and reaches into all layers of the organization. Over time, diversity management in business has transitioned from an emphasis on "achieving the numbers" into an essential business strategy. Commitment to opportunities for a diverse supplier base and commitment to a diverse workforce are key components to attracting the best suppliers and employees while ensuring business success. Discussion topics will include building goals and measurements across the organization, how supply managers play a key role in encouraging supplier commitment to diversity programs, and what a model program might look like.

Time: 9:00 AM - 1:30 PM (Please arrive around 8:15 AM for sign-in)

Program Length: 4 Hours (There will be a 30 Minute break starting at 11:00 AM)

Location:

Aramco Services Company Auditorium, 9009 West Loop South, Houston. TX 77096

Cost: No Charge

To Register Contact:

Dora Valdez , email: da.valdez@aramcoservices.com
 Phone: (713) 432-4174 /
 Fax (713) 432-8402

Security measures at Aramco Services Company require advance registration, if you are not registered you will not be able to attend.

Upon sign-in on the morning of the seminar you will be required to present two (2) forms of picture ID and show proof of company and / or student affiliation.

New Members

There were 37 new members approved by the Board at the February Board Meeting. 34 were regular members and 3 transfers members. We would like to welcome all our new members:

Regular Members:

- | | |
|----------------------------|-----------------------------------|
| Carolyn Awe-Husky | Stewart and Stevens |
| William B. Barrett, C.P.M. | Marathon Oil Company |
| Christy C. Bealnear | Chevron Phillips Chemical Company |
| Jessica A. Black | Marathon Oil Company |
| Brandon Bontrager | Anadarko Petroleum Corporation |
| Scott T. Canady | Perfect Commerce |
| Gerald Clayton | Daniel Measurement |
| Stephen A. East | Schlumberger |
| Frank E. Ehlman | Marathon Oil Company |
| Katheryn Fojt | Rectorseal |
| Katherine Fox Pinkerton | Marathon Oil Company |
| Kishore Garimella | Marathon Oil Company |
| Dieter L. Hartman | GE Energy |
| Michael L. Ingram | Continental Carbon Company |
| Tammara Jones | BMC Software |
| Shola C. Kehinde | Saipem America, Inc. |
| Bryan K. Kendig | Marathon Oil Company |
| Tara Danielle Kilchrist | Hess Corporation |
| Steven R. Killmer | Saudi Aramco |
| Dale Leiva | Cameron Compression Systems |
| Jared W. Lesch | Kellog Brown and Root |
| Andreia Limonge | FMC Technologies |
| Ram Lyler | Hewlett Packard Company |
| Evelyn Maclean | Gerald Daniels |
| Lawrence Medrano, III | Schlumberger |
| Mike C. Mootz | Marathon Oil Company |
| John Ngunyen | Schlumberger |
| Ricardo Perez | Hewlett Packard Company |
| Michael Schildknecht | Open Solutions, Inc. |
| James Swinney | Chevron Global Upstream - MCBU |
| Daniel N. Vigo | FMC Technologies |
| Stacey L. Wales | Marathon Oil Company |
| Leslie Whaley | United Space Alliance |
| Scott Williams | Solvay North America, L.L.C. |

Transfer Members:

- | | |
|-------------------------|---|
| John M. Cabiness | Anadarko Petroleum Corporation, Transfer from NAPM Bay Area |
| Jeffery T. Fife, C.P.M. | Anadarko Petroleum Corporation, Transfer from NAPM Four Corners |
| Robert E. Gross, C.P.M. | Halliburton, Transfer from NAPM Memphis |

Tenure Awards

(to be presented at the meeting)

Arthur C. Blevins	25year
Sharon J. Malkovicz , C.P.M.	25year
Douglas C. Hunt , C.P.M., CPIM	15year
Richard "Scott" Crain	10year
Gregory D. Caylor	5year
Michael P. Bodkin	5year
Ron Cox	5year

Port of Houston Tour

By Joseph P. Faulkner

Before I moved here from Washington state, I learned that Houston has a port. I was surprised to learn that an inland city has a port. After seven years of living here I hope to make this tour and learn about the history, facilities and activities at the Port of Houston. I invite you to join Pro-D member, Don Johnson, C.P.M.

Contact Don at (281) 442-8818 or e-mail at: Kim@GLPAmerica.com if you want to make the tour. A flyer will be posted on the NAPM-Houston website at www.napmhou.org

NAPM – Houston 2006-2007 “Boss of the Year Award”

Each year in January the N.A.P.M.-Houston Awards Committee Chairman encourages each member to make a nomination for their Boss to be the N.A.P.M.-Houston Boss of the Year.

This award is presented during the February general meeting each year.

The following nominations were received:

Edgar Molina
Chris Okezie
Mark Edgington - Hewlett – Packard Company
Mark Keiser - Texas Children’s Hospital
Derrell Jones - Texas Tile Mfg. (Tarkett)
Daniel Brandt - Texas Tile Mfg. (Tarkett)

On March 13, 2007, the recipient for “Boss of the Year” was **Mark Edgington of Hewlett-Packard Company**. Mark was unable to attend the dinner meeting for his award, due to a conflict in schedule.

Congratulations, Mark Edgington, NAPM Houston’s 2006 – 2007 Boss of the Year.

Career Services Day

By: Joseph Faulkner

"Steve Jobs wrote after being fired from the company he founded, 'Sometimes life hits you in the head with a brick. Don't lose faith. The only way to be satisfied is to do what you believe is great work. If you haven't found it yet, keep looking. Don't settle.'"

Do you feel like you are hitting your head against a brick wall trying to better career?

Then make plans to attend the annual **Career Services Day, Saturday, May, 19 2007 from 9:00 am to 12:00 noon** at CRG / Allsteel Distribution Center on 7108 Old Katy Road, Suite 150, Houston, TX. This event will cover resume writing, interviewing techniques and more. Tell Bruce Bernhoft at (832) 375-2330 that you plan to attend."

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Think NAPM-Houston

NAPM – Houston 2006-2007 “Supplier of the Year Awards”

Each year in N.A.P.M.-Houston, the month of March is declared “Purchasing Month”. During the months of January and February, our Awards Committee Chairman encourages each member to submit a nomination for their Supplier of the Year, Inside Salesperson of the Year and/or an Outside Salesperson of the Year. However, a nomination for all three categories is not necessary, but greatly appreciated.

In March, N.A.P.M.-Houston recognizes the Suppliers who have performed well in their realm of duties as a Supplier and should be recognized and appreciated for their efforts. These awards are presented during the Supplier Expo at our March general meeting.

NAPM-Houston’s 2006-2007 Supplier of the Year Awards presented at the March 13, 2007 dinner meeting are:

Supplier of the Year
 Metromarketing Services, Inc. - Becky Dunn

Inside Salesperson of the Year
 Patricia “Trisha” Beezley - Force Electronics

Outside Salesperson of the Year
 Rick Guthrie - Silicon Hills Design, Inc.

Congratulations to all our Supplier award recipients!

NAPM – Houston Business Survey Wants You!

By: Mike Valant

Please take this special opportunity to share your company’s activities within the Houston Economy. The NAPM – Houston Business Survey is sent directly to the Dallas Federal Reserve, multiple News Services, Economic Groups and plus several local companies pay us for the report. You are not giving any company specific details, but reporting ups or downs in Sales, Production, Employment, Purchases, Price Up or down, Lead Times, Finished Goods Inventory and comments if desired. The ONLY person that knows who is submitting and what is submitted individually is myself. Confidentially is strictly controlled. Please join your fellow Purchasing Professionals who complete this monthly survey. Contact Mike Valant, C.P.M. at Mike.Valant@hp.com or 281 518-8575 now!!!

Activity	Date	Location	Contact Person
ISM Satellite Seminar : “The Business Case for Diversity in a Social Responsibility Context”	Thursday, April 19, 2007	Aramco Services Company, 9009 W Loop South, Houston, Texas 77096	Dora Valdez da.Valdez@aramcoservices.com
Professional Development Group Tour Port of Houston	Friday, April 27, 2007	Port of Houston	Don Johnson kim@glpAmerica.com
Career Services Seminar	Saturday, May 19, 2007	CRG / AllSteel Distribution Center 7108 Old Katy Road, Suite 150 Houston, Texas	Bruce Bernhoft bbernhoft@sbcglobal.net
ISM Satellite Seminar : Project Management for Supply Professionals	Thursday, June 7, 2007	Aramco Services Company, 9009 W Loop South, Houston, Texas 77096	Dora Valdez da.Valdez@aramcoservices.com

NAPM - HOUSTON BUSINESS REPORT

For further information, contact: Mike Valant, C.P.M., A.P.P. (281) 518-8575

PMI Falls 1 point this Month Sales Slow but Lead Times are Increasing.

HOUSTON March 12, 2007 ----- February slowed one PMI point from last month but continued an expanding health in Houston's economy according to the purchasing professionals. The Purchasing Managers Index (PMI) was **58.9** a reversal of the recent slightly higher Index in the last month. This appears to be attributed to continued but lower increase in Sales and a larger increase in Lead Times. Our respondents reported 42% higher Sales and 54% increase in Lead Times,

This period Lead Times lead the increase and Sales was a good contributor to the February PMI with forty-two percent of the firms surveyed recording increased Sales over the previous month, while forty percent reported Sales the same from last month. Purchases of Goods and Services, Prices Paid and Inventory Levels all had good increase's on the survey results making them all reasons for this month's PMI staying on the positive side.

Higher production levels were reported by only twenty-nine percent of the participants. The two components dealing with inventories supported the Sales and Production indices. Inventories of Purchased Materials increased over January and Finished Goods Inventories were up from the previous month's report.

Employment has 96% of our respondents reporting the same or increased, which is a good indicator of Houston's stable economy. Only four percent of the companies reported a decrease in personnel. Lead Times were up at fifty-four percent per the submitted results becoming a stanch contributing factor with only four percent of the participating purchasers experiencing the same delivery times from last month.

Items in Short Supply: Stainless Steel, Anything with Nickel. So far able to purchase and receive parts as needed. Drilling Rigs, Sea Transportation. Experienced Contract Specialists. electrical wire extruders. Shop Time for Mechanical Machined Parts. None. Biggest shortage continues to be time. Management will not authorize hiring for indirect People. Delays in cannula, needles, some semi-conductors.

Prices on the UP Side: All Stainless Products. Carbon Steel is starting to rise, but will be gradual. Stainless Steel, Anything with Nickel. connectors, wire/cable, metal fabrication and integrated circuits. PolyCarb prices increased. Carbon Steel, Stainless Steel, Titanium and Copper Parts. Drilling Rigs, Pipe. Vaccines. Copper. Plastic pallets, forklift batteries. DINP. Metal, petroleum based products, logistic services. Aluminum price on upward rebound.

Prices on the DOWN Side: Some carbon steel plate and angle. We can dream about this. Not seeing anything coming down in price. Computer and components. PVC Resin. We haven't seen any this month.

February 2007

	UP	SAME	DOWN	N/A
Sales	50%	42%	8%	0%
Production	38%	38%	8%	17%
Employment	29%	67%	4%	0%
Purchases	46%	46%	8%	0%
Prices Paid (Major Purchases)	38%	58%	4%	0%
Lead Times (from Sellers)	58%	38%	4%	0%
Purchased Inventory	42%	29%	8%	21%
Finished Goods Inventory	29%	42%	25%	4%

Index 2005/2006 (9 months)

	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Sales	37	20	35	17	29	28	18	30	42
Production	22	27	7	42	38	20	25	10	29
Employment	18	27	35	32	34	10	0	15	25
Purchases	33	40	32	25	29	30	7	50	38
Prices Paid (Major Purchases)	52	33	43	24	18	18	14	20	33
Lead Times (from Sellers)	59	40	32	45	43	38	14	25	54
Purchased Inventory	25	23	4	7	8	18	18	15	33
Finished Goods Inventory	3	-6	-4	10	-5	-5	-11	15	4

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

NAPM - Houston	Feb06	Mar06	Apr06	May06	Jun06	Jul06	Aug06	Sep06	Oct06	Nov06	Dec06	Jan07	Feb07
Composite PMI	64.4	66	64.2	62	61.1	60.4	61	60.4	62.2	58.9	55.4	59.8	58.9

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

Address Service Requested

April 2007 Dinner Menu

Tijuana Caesar Salad
Medallions of Beef with Ancho Sauce
Grilled Vegetables
Roasted Garlic and Shallot Potatoes
Jalapeno Cheese Biscuits
Chocolate Pecan Pie
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.