

UPCOMING EVENTS

February

- 8th ISM Satellite Seminar - "Critical Business Skills for Effective Supply Chain Leaders"
- 12th NAPM-Houston Co-sponsored Seminar - "Legal Aspects of Purchasing"
- 13th NAPM-Houston Co-sponsored Seminar - "Contracts: Reading, Writing & Negotiating"
- 13th Dinner Meeting

March

- 13th Dinner Meeting
- 16-17th "C.P.M. Review Sessions" – All 4 modules
- 26-27th "Advanced Purchasing Strategies" – University of Houston-Clear Lake
- 28-29th "Legal Aspects of Purchasing" – University of Houston-Clear Lake
- 29th UHD Student Roundtable Event

Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

February 13th General Meeting "Supplier Diversity Panel Discussion"

Moderator: Dick Huebner, President, Houston Minority Business Council

By Phyllis Graham,
Supplier Diversity Group Chair- NAPM Houston, Continental Airlines

The topic for the February dinner meeting is Supplier Diversity. Our committee is pleased to present you with a tool that provides key information in helping you create a more diverse supplier base. This tool will be presented during the pre-meeting. And if that were not enough, the dinner meeting will consist of a Question and Answer Forum that is sure to answer your hard questions regarding supplier diversity. The panel consists of several experts that bring different perspectives to the topic.

Dick Huebner, President of the Houston Minority Business Council, will moderate the panel. **We have invited Eduardo Nunez, General Manager of Global Procurement Operations of Exxon Mobil; Katrina Manning, C.P.M., Staff Vice President-Purchasing & Material Services of Continental Airlines; Jewel Smith, Supplier Diversity Manager of Center Point Energy; and Rick Mahon, Shell's Buyer of the Year, as panel members.**

Mr. Nunez will address the corporate perspective and Mrs. Manning will address issues from the corporate perspective of a different industry and as a supplier to Exxon Mobil. Ms. Smith will present the supplier diversity professional perspective. Mr. Mahon will participate by answering questions from a buyer's point of view.

Most of the time will be used for questions and answers. This is intended to be an informational session about Supplier Diversity for buyers. Please feel free to ask supplier diversity-related questions that you would like to have answered in this forum.

Our committee is very excited about the opportunity to present supplier diversity in this format

February 2007 Pre-Meeting:

Supplier Diversity Tool Kit, Presented By: NAPM Houston Supplier Diversity 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

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PRESIDENT'S MESSAGE

The February Dinner Meeting has been designated as Supplier Diversity Night. Both the Pre-Meeting presentation and the Dinner Meeting program will focus on the topic of Supplier Diversity. As supply chain professionals, we are all involved with this, so the evening should be educational for everyone in attendance. For the first time, the Dinner Meeting program will not consist of a single keynote speaker, but a panel of five presenters moderated by Mr. Dick Huebner, President of the Houston Minority Business Council. After the five presentations, the panel will welcome questions from the floor. I encourage all of you to think about what questions you would like to have answered by this knowledgeable panel. For more information on the individual panel members, please refer to the program information on our website.

The Call For Nominations is underway. There are three board positions that need to be filled for the FY2008 Program Year---two Local Directors and the Vice President. If you have someone in mind to nominate for any of these positions, please refer to "Call For Nominations, NAPM Houston Officers" on our webpage and in the Houston BuyLine. Deadline for nominations for these positions is February 13, 2007. Voting is open to all members and will take place in April either online or by paper ballot at the April Dinner Meeting. Election results will be announced at the conclusion of the April Dinner Meeting.

Also, nominations are being accepted for Supplier of the Year, Inside Salesperson of the Year, and Outside Salesperson of the Year. Deadline for nominations for these positions is February 13, 2007. These awards will be presented during the March General Meeting and Supplier Expo. Nomination forms and more information are available on the webpage under "Awards Committee". If you have an outstanding supplier company or an outstanding individual salesperson that you think would be worthy of this honor, please do consider making a nomination.

Sincerely,

Linda Love, C.P.M.

NAPM-Houston Strategic Plan

by Kathy E. Silverberg, C.P.M.

As a Director At Large this year, Linda Love asked me to update our association's Strategic Plan. The plan has been updated and was approved by the board on January 16, 2007.

The current Strategic Plan is now posted on our web site at www.napmhou.org and available for anyone to review. The next time you have a few minutes to look at our website, please check out the document. If you have any questions about the document, please e-mail NAPM Houston at napmhou@earthlink.net.

NEED SOME HELP!

The NAPM-Houston Business Survey Group is looking for Survey Participants. Be one of the few to let the world know the pulse of the Houston Economy. This survey takes less than fifteen minutes to complete and return. Be the first in your industry to respond. Please contact Mike Valant at (281) 518-8575 phone or Mike.Valant@hp.com for survey information or to sign up.

Satellite Seminar February 8, 2007

“Critical Business Skills for Effective Supply Chain Leaders”

Hosted By Aramco Services Company

To be successful in today's complex business environment, supply managers are challenged to reach beyond traditional business functions such as finance, marketing and procurement and into operations, customer relationship management and process design. As a supply professional you need an expanded set of business skills, including soft skills in critical thinking, interpersonal skills, time management, motivation and more.

We will look at the skills top management identifies as critical today and discuss the implications for supply professionals.

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.

Upcoming Seminars Legal Aspects of Purchasing Monday, February 12, 2007

With this seminar the student receives a seminar manual which is not only the seminar workbook, but also the finest desk reference for the Buyer regarding the subject of Legal Aspects of Purchasing in the USA. It contains a copy of Article 2 of the UCC, a glossary of legal terms of importance to buyers, and an appendix chock full of sample letters to suppliers covering numerous problems buyers have with suppliers.

This seminar is designed (by Purchasing Managers) for buyers, purchasing agents, purchasing managers, supply chain management, or any person that comes into contact with suppliers. A must for the purchasing team.

WHY ATTEND THIS SEMINAR?

- Understand why the law is important to know in your role as a Buyer or Seller.
- Learn the legal and contract principles necessary to effectively contract with suppliers and customers.
- Find out how to avoid legal disputes and when to seek legal advice.
- Receive your own copy of Article 2 of the Uniform Commercial Code.
- Learn the fundamentals and legal principles involved with writing and negotiating contracts.
- Receive a valuable collection of sample letters and contracts. This alone makes this seminar the most practical and useful seminar in the field.
- Get practical examples that can help you save your company money.

You can register for this Seminar at www.nahabit.com

Contracts: Reading, Writing & Negotiating Tuesday, February 13, 2007

Understanding contract law has become an essential part of conducting our daily business functions. Whether you are in purchasing, contract management, subcontracts, or in sales, you are constantly involved with legal and contract principles.

Your ability to be effective and keep your company out of legal disputes depends on your knowledge of purchasing law, contract law and how to read, understand, write and re-write contracts.

WHO SHOULD ATTEND

Purchasing Professionals, Contract Administrators and Managers, Sales Professionals, and all personnel who contract with suppliers, customers and other firms.

WHY ATTEND TWO SEMINARS?

This one-day seminar, Contracts, is always offered to the public immediately following our one-day **Legal Aspects of Purchasing** seminar, as those attending the Contracts seminar should already have a good understanding of the Legal Aspects of Purchasing; however it is not a prerequisite.

WHAT YOU WILL LEARN:

- Understand why the law is important to know in your role as a Buyer or Seller.
- Learn the legal and contract principles necessary to effectively contract with suppliers and customers.
- Find out how to avoid legal disputes and when to seek legal advice.

You can register for this Seminar at www.nahabit.com

"News & Notes"

By: Laurie Oberhoff

In Sympathy

NAPM-Houston extends our sympathies to the family of Lifetime member Diana R. Preite-Hunter, C.P.M. Diana passed away on September 28, 2007 of a stroke. She retired from Compaq Computer

NAPM-Houston extends our sympathies to Lifetime member James "Jim" Norris Batt, C.P.M. on the death of his mother, Bernice Streva Batt who passed away on Tuesday, January 2, 2007. Jim served NAPM-Houston as President during 1989 -1990.

Get Well Wishes

We wish Shellie Bellinghausen a speedy recovery. Shellie has been ill for many months. Recently her diagnosis is tending toward toxic mold syndrome. Shellie is the daughter of NAPM member Carole Bellinghausen, A.P.P.

Growing Families

Proud father, Phillip Ellison, C.P.M. of M.D. Anderson has welcomed his fourth and fifth daughters into his family. We wish Phillip, and his wife, Donna all the best!

Positions

Congratulations to Bette Bryan, C.P.M. former 2006-07 Vice President of NAPM-Houston has accepted a new position as Manager of Procurement at Benham Engineering Oil, Gas and Chemical Group, in Tulsa, Oklahoma. Bette hopes to see everyone again at the 2007 Southwest Purchasing Conference in Galveston. We wish her the best!

Chris Newton has resigned his position of NAPM-Houston Energy Buyers Group to accept a Contract position. NAPM-Houston wishes you the best.

Carlene Jackson has resigned from her position as Local Director. Carlene has recently started her own business, a Curves for Women franchise. Carlene has been very active in NAPM-Houston for many years. We wish her the best in her new endeavor.

If you have "**News & Notes**" contact: Laurie Oberhoff - Vice President. Ph: 713-667-8747 or naphou@earthlink.net.

Call for Nominations

NAPM-Houston Officers

By: Edward M. Wahowski - Immediate Past President

The NAPM Houston membership will be electing the positions Of Vice President and (2) Local Directors to begin their terms of office for the 2007 – 2008 program year beginning June 1, 2007. Nominations are currently being accepted until February 13, 2007 for the following positions:

Vice President: - This position is a three year Executive Board commitment that starts as the elected Vice President, then progresses to President and then Immediate Past President to allow continuity in our Associations leadership.

Local Director (2) Positions: The position of Local Director is a two year commitment. Our Association's Local Directors manage several committees or buyers groups and function as the voice of our membership in our board meetings.

Qualifications for regular members to be considered for elective office are as follows:

- Regular Member of ISM / NAPM Houston for at least (1) year.
- Attended the regular meetings
- Participated in at least one committee.

Nominations will close on February 13, 2007 at our General Meeting. To nominate one of your peers please contact me directly at 713-215-4211 or email : edward.m.wahowski@williams.com

Call For Nominations

2006 – 07 James O. Cox Award

By Lin Peterson

Each year for over 50 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 2006 – 07 James O. Cox award will be accepted through the General Meeting on April 10, 2007. A nomination form is posted on the association's web site at www.naphou.org, or may be obtained by contacting Lin Peterson, C.P.M., A.P.P. at (832) 824-6838 or you may use e-mail at lapeters@texaschildrenshospital.org.

Company Coordinators Needed

By Mara Stanfield

Looking for a few good Company Coordinators..... We are still asking that any companies who have multiple employee members and haven't selected a Company Coordinator to let us know which person would like to fill this position. The Membership Committee has contacted several companies and already received lots of good information, however there are still some companies needing to identify their Company Coordinator.

The responsibilities of the Coordinator are to function as the liaison for your company to communicate upcoming meetings, educational opportunities, help with e-mail clarification and to ensure that the annual billing of invoices is distributed and being processed for payment. If you would like to represent your company, please contact Mara Stanfield at mstanfie@belmontvillage.com or call at (713) 463-1770.

We look forward to serving your membership needs.

Tenure Awards

(to be presented at the meeting)

Ben A. Schaeffer	15 years
John Craigen	5 years
Rodney Davis , C.P.M., A.P.P.	5 years
Gavin H. Grove	5 years
George F. Hildebrandt	5 years
Kenneth W. Linn	5 years
Jo Ann Ann Prazak , A.P.P.	5 years
Katie M. Vanaverbeke	5 years
William "Earl" Verge	5 years
Troy White	5 years
Paul M. Zimmerman , A.P.P.	5 years

New Members

By Mara Stanfield

There were 10 new members approved by the Board at the November Board Meeting and 23 new members approved at the January Board Meeting. 26 were regular members, 4 transfers and 3 student members. We would like to welcome all our new members:

Regular Members:

Michael Aguilar	Philadelphia Gear Corp.
Kim M. Allen	17 th Floor
Raymond W. Bartholomay	Transocean Offshore Deepwater Drilling, Inc.
Donzetta Belle	Philadelphia Gear Corp.
Michelle Black	Thermo Electron
Patrick J. Buckhoft, C.P.M.	Accelerator Consulting Group
Margaret M. Connolly	Lyondell Chemical Company
Tim R. Elsenbrook	Key Energy Services
Cyril E. Ezomo	Halliburton – KBR
Carleen Stocco-Glasgow	Sun Source / Air Dresco
Nancy Hagar	Sasol North America
Gwen J. Holmes	Neighborhood Centers, Inc.
Lynne M. Hoyt	Vetco Gray
Billy Jefferson	
John F. Joshua, C.P.M.	M.D. Anderson Cancer Center
David M. Louwerse	Robbins & Myers – Fluid Management Group
James Mensik	Utex Industries, Inc.
Kanta Mittal	Harris County Hospital District
Nicole A. Odom	Waste Management
Shiela B. Perla	Neighborhood Centers, Inc.
Neil Platt	Shell Oil Company
Geri Shelton	YMCA of Greater Houston
Charles Turner	Baker Energy
Lynita Welch	U.T.M.D. Anderson Cancer Center
Teresa J. West	Center Point Energy, Inc.
Marilyn Zavatsky	OYO Geospace

Transfer Members:

Joseph P. Faulkner, C.P.M.	United Space Alliance, LLC
Transfer from NAPM Bay Area	
Billy E. Koskie, C.P.M.	Crown Energy Technologies
Transfer from NAPM Texas Panhandle	
Deann B. Smith, C.P.M.	Philadelphia Gear Corp.
Transfer from NAPM Bay Area	
Manual Vila	Resources Global Professionals
Transfer from San Antonio	

Student Members:

Ratnakar G. Muppaneni	Kelly School of Business / Indiana University
Matthew T. Singletary	University of Houston Downtown
Anthony B. Stewart	University of Houston Downtown

The new member door prize for the November dinner meeting went to Carleen Glasgow of SunSource and for the January meeting went to Kim Allen of the 17th Floor. Congratulations!

Career Services

By Clark Alexander, C.P.M.

During the 2006-2007 Year, the Career Services Committee has over 750 members. This year, the Career Services Committee is made up of every member of NAPM-Houston. In other words, you are an honorary member of the Career Services Committee this year.

I need your help with the NAPM-Houston jobs webpage, the NAPM-Houston resume webpage and the Job Search Toolkit webpage.

As an honorary member of the Career Services Committee, you can help in three ways.

1. Tell your Manager or HR Department about the NAPM Houston resumes webpage if a position is available in your company that can be filled by a candidate from outside your company. We have highly qualified NAPM-Houston members who are seeking employment. They post their resumes on the NAPM Houston Jobs webpage and the ISM webpage. They are posted for 60 days at no cost to the candidate. <http://www.napmhou.org/resumes.htm>
2. Tell your Manager or HR Department about the NAPM Houston jobs webpage if a position is available in your company that can be filled by a candidate from outside your company. We have highly qualified NAPM-Houston members who are seeking employment. Your company can post a job for 30 days on the NAPM Jobs webpage at no cost. <http://www.napmhou.org/jobs.htm>
3. The Job Search Toolkit is a listing of websites with helpful information for our members seeking employment. You can help by emailing me the names of books and articles or links to websites that you have read which will add to the usefulness of the Job Search Toolkit. <http://www.napmhou.org/toolkit.htm>

Finally, Debbie Newman brought this Vince Lombardi quote to my attention. The spirit of these words really applies to my hope for what the Career Services Committee can be this year.

Vince Lombardi said, **“The achievements of an organization are the results of the combined effort of each individual.”** With each of you helping in this effort, this can be the most successful year the Career Services Committee has had if measured by the number of jobs posted and candidates placed in jobs based on information found on the NAPM Houston website.

Activity	Date	Location	Contact Person
ISM Satellite Seminar – “Critical Business Sills for Effective Supply Chain Leaders”	Thursday, February 8, 2007	Aramco Services Company, 9009 W Loop South, Houston, Texas 77096	Dora Valdez da.Valdez@aramcoservices.com
Nahabit & Associates, Inc. Presents “Legal Aspects of Purchasing” and “Contracts: Reading, Writing & Negotiating”	Monday & Tuesday, February 12-13, 2007	Crowne Plaza Brookhollow	Jonathan Heath jonathan.heath@hp.com
CPM Review Sessions (All four modules)	Friday & Saturday March 16-17, 2007	TBD	Laura Herrington laura.herring@dresserdirect.com
UHD Student Roundtable Event	Thursday March 29, 2007	UHD Downtown One Main Street	Lori Bond Laurie.A.Bond@Williams.com
CPM Exam (All four modules)	Friday & Saturday April, 6-7, 2007	TBD	Pamela Washington prwashin@texaschildrenshospital.org
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	TBD	Bruce Bernhoft bbernhof@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 Lower But still UP

PRODUCTION AND EMPLOYMENT LEVELING, SALES STILL STRONG

HOUSTON December 12, 2006 ----- The PMI dropped back a little to a 58.9 Index. This appears to be contributed to a leveling of the Production and Employment. 40% of respondents reported level number for both categories. I suspect the lower Index number may also be due to the Holidays.

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.

"The Production component fell 18% from last month and Employment fell 14%. These are the strong contributor to the PMI. Forty percent of the firms surveyed recording increased sales over the previous month." said Mike Valant, C.P.M. new Chairman of the Business Survey Committee for N.A.P.M.-Houston, Inc. "Purchases of Goods and Services also indicated a 43% increase. This is another sound indicator for this month's PMI."

There are eight components of the PMI, including Sales, Production, Employment, Purchases, Prices Paid, and Inventory levels. Employment increase slowed, but 60% companies stayed the same, which continues to be a strong indicator of Houston's robust economy. Only ten percent of the companies contributing in the November survey reported a decrease in personnel."

Items in Short Supply: Processors, hard drives and memory world wide, QUALIFIED STAFF, TIME, PATIENCE, Large Valve Bodies and Forgings, Licensed personnel, qualified temporary help, Drilling consultants and rig hands, some operators continue to hold onto marine packages of equipment in order to avoid supply issues, Barge rigs and land rigs continue to be locked up for months, Foreign made rigs continue to be marketed and shipped to US from overseas, Holding steady – lead times are still a little long to hedge against Chinese New Year, Valves, Pevnar Vaccine

Prices on the UP Side: Monel, Titanium, SS, Castings and forgings, Metal Fabrication, Copper & Wire/Cable, Fleet management services, Labor and materials for rail track repairs and expansion, MRO, environmental services, calcium carbonate and freight, Lubricants, truck batteries, forklift batteries, OCTG, tubing and casing. All marine equipment and rig rates, Steel, Chemicals, Seasoned employees in the Sr. Contracting area, Everything, between petroleum based items increasing, fuel rates still up for production cost and transportation. It's pretty much across the board..

Prices on the DOWN Side: Polyethylene resin + films, Cold rolled steel, Some plate – CS, Fuel, Plasticizer, DINP, PVC resins, and boxes, Plastic pallets, PC and office equipment, some electronics. Computers and components, Methanol and benzene

	December, 2006				Index 2005/2006 (9 months)								
	UP	SAME	DOWN	N/A	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV
Sales	40%	49%	11%	00%	+55	+60	+55	+37	+20	+35	+17	+29	+28
Production	38%	38%	00%	24%	+50	+40	+29	+22	+27	+07	+42	+38	+20
Employment	39%	56%	05%	00%	+29	+40	+29	+18	+27	+35	+32	+34	+10
Purchases	40%	49%	11%	00%	+46	+28	+29	+33	+40	+32	+25	+29	+30
Prices Paid (Major Purchases)	24%	57%	06%	13%	+46	+28	+48	+52	+33	+43	+24	+18	+38
Lead Times (from Sellers)	43%	57%	00%	00%	+42	+56	+52	+59	+40	+32	+45	+43	+38
Purchased Inventory	27%	24%	19%	30%	+25	+12	+30	+25	+23	+04	+07	+08	+18
Finished Goods Inventory	19%	41%	24%	16%	-4	20	+18	+03	-06	-04	+10	-05	-05

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

	12/05	01/06	02/06	03/06	04/06	05/06	06/06	07/06	08/06	09/06	10/06	11/06
NAPM – Houston	62.5	67.9	64.4	66.0	64.2	62.0	61.1	60.4	61.0	60.4	62.2	58.9

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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Houston, TX 77215-1203

Address Service Requested

February 2007 Dinner Menu

Garden Green Salad
Texas Bar-B-Que Chicken Breast
Twice Baked Potato
Corn on the Cob
West Texas Fruit Cobbler

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.