

UPCOMING EVENTS

March

- 9th "Negotiate Like A Pro" Seminar – Dallas
- 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

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

Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

March 13th General Meeting

Ken Hoffman **Columnist, Houston Chronicle**

By Kim Wren

Ken Hoffman is the featured columnist in the Houston Chronicle. He was voted "Favorite Columnist" by Chronicle readers last year. He also writes the "Drive-Thru Gourmet" column, where he reviews greasy cheeseburgers and other food that will kill him eventually. The "Drive-Thru Gourmet" is syndicated in newspapers across the country, making him the most-read restaurant critic in America – pretty good for someone whose cholesterol count is higher than his SAT scores. He appears on KPRC Radio each day with Michael Berry. The thing he is most proud of, however, is his homeless pet feature in the Chronicle, where his "Pethouse Pet of the Week" has helped 10,000 dogs get adopted in Harris County.

Join us in welcoming Ken as our March 2007 Keynote speaker.

March 2007 Pre-Meeting:
Supplier Expo – 4:30 p.m.

Location: **Crown Plaza Northwest Brookhollow Hotel**
12801 Northwest Freeway (290 & Hollister / Tidwell Exit 13B)

This Change Is For The March 2007 Meeting Only

The March 13, 2007 General Meeting will be held at the **Crown Plaza Northwest Brookhollow Hotel**. We will again resume our meetings at the Sheraton in April.

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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Kim Wren, A.P.P.
Amegy Bank
kim.wren@amegybank.com

TREASURER

Harold "Doc" Stelzer, C.P.M., A.P.P.
Stelzer & Associates
docstelz@swbell.net

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edward.m.wahowski@williams.com

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Hewlett Packard
sharon.malkovicz@hp.com

Kathy M. Silverberg, C.P.M., A.P.P.
Reef Industries
ksilverberg@reefindustries.com

LOCAL DIRECTORS

Dan Coleman, C.P.M.
dcolema1666@earthlink.com

Jo Ann Prazak, A.P.P.
Swift Energy Operating, LLC
joannprazak@yahoo.com

Standing Committees

COMMUNICATIONS

Laurie D. Oberhoff
Tecmag, Inc.
napmhou@earthlink.net

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Belmont Corporation
Mstanfield@belmontvillage.com

PROFESSIONAL DEVELOPMENT

Joseph P. Faulkner, C.P.M.
United Space Alliance, LLC
joseph.p.faulkner@usa-spaceops.com

PROGRAMS

Kim Wren, A.P.P.
Amegy Bank
kim.wren@amegybank.com

PUBLIC RELATIONS

Gail Fuselier
CITGO Petroleum Corp
mfuseli@citgo.com

Special Activities

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Enterprise Products
vcross@eprod.com

PRESIDENT'S MESSAGE

March is Supply Management Month, a time to promote who we are and what we do to bring value to our employers. With the advent of information technology, the supply management profession has totally transformed from a transaction-based tactical purchasing function to a strategic process that is proactive in its approach. This process encompasses inventory management, transportation and logistics, expediting, forecasting, planning, accounts payable, contracts, and asset management. It is a comprehensive system of sound business practices that embrace such concepts as "just in time" delivery, total cost of ownership, strategic alliances, etc., just to name a few.

To celebrate this month, NAPM-Houston will be hosting its annual Supplier Expo in conjunction with the Dinner Meeting on March 13, 2007. About 30 suppliers from various industries will be participating starting at 4:30PM. I encourage you to arrive as early as possible in order to allow time to visit each supplier's table and introduce yourself. Door prizes will be awarded, as well as the Supplier of the Year Award and the Inside/Outside Salesperson of the Year Awards. To cap off the evening, our keynote speaker will be Ken Hoffman, columnist with The Houston Chronicle.

The March Supplier Expo is one of our fundraisers. The other fundraiser is our annual Golf Tournament held in May. The funds that we raise from hosting both of these events are what enable us to provide either free or low cost educational speakers and seminars to the membership throughout the year. Your support of these two events is greatly appreciated and encouraged, because it is you, the member, that ends up benefiting the most from their success. Volunteers are always needed, so even if you have just a couple of hours to spare, please contact our Special Events Chair, Valarie Cross, at vcross@eprod.com to let her know your availability.

Sincerely,

Linda Love, C.P.M.

2007 - 2008 Program Year Ballot NAPM Houston Officers

By: Edward M. Wahowski - Immediate Past President

Ballots will be available to each regular member of NAPM-Houston the week of March 15th. Members may either vote online, or download the ballot from this site complete and mail, or submit it to the ballot box prior to the April 10, 2007 General Meeting. Ballots will be available at the meeting to complete and validate with your ISM membership number.

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.

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 him 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

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.

C.P.M. Review Course

By Joseph P. Faulkner

For those of you seeking to earn your certification, NAPM-Houston offers a two day course on March 16th and 17th, taught by an accomplished instructor, Dr. Russell Morey. Studying by yourself for the examinations is less effective than dedicating your effort to the task with other like-minded professionals. I know from personal experience! The venue is ARAMCO Services at 9009 West Loop South and includes a continental breakfast and lunch for the member rate of \$80 for both days. Your chapter is subsidizing this cost to allow as many as would like to attend. Doc Stelzer will register you. A flyer will be posted on the website.

Bay Area Seminars

By Joseph P. Faulkner

The University of Houston (UH) and San Jacinto College offer the next seminar offered by the Supply Chain and Logistics Technology Program on April 3. Topics include transportation issues, fuel charges and RFID. The keynote speakers are from the Port of Houston. Make it a point not to miss this worthwhile conference! This conference will count towards the 64 hours necessary for a certificate in International Logistics offered by the College of Technology at the University of Houston.

Volunteer Needed

By Joe Faulkner

NAPM-Houston is looking for someone with a heart for career services to manage the job and resume postings on the website. This job requires minimal effort but holds significant value for the chapter. Members find this service useful. Please post Joe Faulkner at: Joseph.P.Faulkner@usa-spaceops.com if you are interested. Thank you

Tenure Awards

(to be presented at the meeting)

Steven C. Flurett , C.P.M.	15year
Ira Glenn Harper, Jr. , A.P.P.	10year
Jason A. Mass , C.P.M.	10year
Gerald W. (Jerry) Prante, Jr. , C.P.M., A.P.P., CACM	10year
Delmar A. Davis , C.P.M., A.P.P.	5year

"News & Notes"

By: Laurie Oberhoff – Vice President

GET WELL WISHES

NAPM-Houston sends their wishes for a speedy recovery to Mrs. Gloria Sawkas from her recent eye surgery. Mrs. Sawka is the mother of Marian T. Nimon, C.P.M. who served as our President in 2003 - 2004.

POSITIONS

Congratulations to Paul A. Mitchell, C.P.M. who recently accepted the position of Procurement Manager for Maverick Engineering, Inc. in Houston, TX
Jo Ann Prazak, A.P.P. has accepted the position as Buyer for Swift Energy Operating located in the Greenspoint area. Her duties will primarily focus on development projects located in South Louisiana.

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

“Reflections on Mentoring in Business”

by Joe Faulkner

Topics of the day and discussions seem to develop and grow in themes. Significant themes today include “diversity” in business, “mentoring” and “project management.” Just last night I attended my local chapter’s dinner meeting where a panel discussed diversity in business. The Institute of Supply Management (ISM) will broadcast the April Satellite Seminar on this very subject. Project Management will follow in June. Eventually, these themes will be replaced with new ones and maybe even forgotten. Today, though, I will discuss mentoring and why it really does not operate in most organizations despite the high profile discussions.

Where should mentoring start? A good parent to child relationship is the most basic mentoring relationship. Children learn from their parents’ words and deeds. Values and knowledge are communicated from parent to child. Other examples follow lines of association of authority. At your church, the pastor and elders (church leaders) should mentor the members. Civic associations have leaders and members too. Employers’ management should certainly mentor their employees so that they can perform to their optimal level. Basic management teaches us that employees’ work is an extension of management’s directives and efforts.

Why is mentoring not implemented more often in various organizations despite the discussions? Mentoring may be inadequately modeled in families, churches and civic groups such that there are no examples to follow, no values to support the behavior.

Mentoring entails cost and commitment over time and a partnering between two parties. A good father or mother has to spend time with a child, instructing him in correct living and civilizing him so that he can be a good citizen. Management to properly mentor staff need to develop and implement training schedules, develop rotational schedules through various Procurement sections and departments outside of Procurement and promote based on performance, not personal preference. Staff need to value mentoring and training. Both parties need to participate for mentoring to be successful.

When I was a Commissioned Officer in the Air Force I managed the On-the-Job Training program for enlisted members and enjoyed the Commander’s support. Everyone had a record with his initial evaluation, his accomplishments and his training plan. As the member progressed in experience and education, he and his supervisor “signed off” on each requirement before he was promoted. The records’ detail and scope made them transferable with the member to another base or supervisor. The Air Force saw the wisdom in establishing and maintaining a training program that would facilitate mentoring.

Lockheed Martin Corporation (LMC) has an on-line program for its employees. The user logs into the website and establishes a profile requesting and offering assistance in areas such as “Judgement”, “Career Planning”, “Lean Six Sigma” or “Budget” from a list of over 25 choices. A search reveals all those who offer assistance in a given area and their e-mail addresses for you to contact them. I found myself listed according to the profile that I established.

Civilian companies rarely maintain such detailed, accurate records. Many companies and small businesses never evaluate their staff in writing. Consequently, most cannot track and report their staff qualifications to build a human capital plan because no mentoring is being accomplished. Operating informally may be adequate for them. The better companies perform initial evaluations when employees are hired but without a mentoring system or a training program, there is no way to write a plan to decide who to promote, retain and develop.

Organizational development and growth dictate that management lead staff by committing the time and cost to a mentoring program. This basic relationship, when compiled throughout the company, forms a human capital plan at the aggregate level so that management can determine who to retain, promote, transfer and yes, remediate or discharge. The rewards will not be in the next month or quarter but they will be realized in due time, to the patient.

Staff need not wait for management to provide some leadership. Check with your professional or allied professional association such as the ISM, APICS or NCMA. Local colleges offer courses. Avoid the on-line courses and degrees since they fail to offer a personal element and hence no real mentoring or basic training capability. Read the topics and attend seminars and courses even if these are offered on your own time at your expense. Remember, your career is just that and not management’s responsibility. Your career and professional development, mentoring or not, may be a matter of survival!

Activity	Date	Location	Contact Person
CPM Review Sessions (All four modules)	Friday & Saturday March 16-17, 2007	TBD	Laura Herrington laura.herring@dresserdirect.com
UHD Student Roundtable Event	Thurs 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@sbcbglobal.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 Bounces back up this Month Sales continues to stay Strong

HOUSTON February 12, 2007 ----- January experienced continued expanding health in Houston's economy according to the purchasing professionals. The Purchasing Managers Index (PMI) was **59.8** a reversal of the recent drop in the last two months. This appears to be attributed to the increase in Sales and Employment. Our respondents reported higher 50% higher Sales and 30% increase in Employment.

The Sales component is a strong contributor to November's PMI with fifty percent of the firms surveyed recording increased Sales over the previous month, while twenty-five percent reported Sales the same from last month. Purchases of Goods and Services, another component showed a fifty-five percentage increase on the survey results making it another stimulant of this month's PMI slide up.

Higher production levels were reported by only thirty percent of the participants. The two components dealing with inventories supported the Sales and Production indices. Inventories of Purchased Materials fell only very slightly over December and Finished Goods Inventories were up twenty-six points from the previous month's report.

Employment has 90% of our respondents reporting the same or increased, which is a good indicator of Houston's stable economy. Only fifteen percent of the companies contributing reported a decrease in personnel. Lead Times showed a stanch contributing factor with only twenty-five percent of the participating purchasers experiencing longer delivery times.

Items in Short Supply: Spot chartering of tugs and barges is still somewhat tight. Demand is strong for rigs, however supply and availability have loosened up generally from last quarter. Experienced personnel for rigs is still tight, this is for company men who supervise operations. Lead-times on RoHS (lead free) components. Strep kits to test for strep throat. PCA and Components. Cannula, needles. Check valves, ball valves – really long lead times.

Prices on the UP Side: OCTG, tubing and casing. Tugs, crewboats and other marine equipment. Calcium Carbonate Fillers (half requested increases). Metals, wire/cable, connectors, corrugated boxes, & plastics. Vaccines. Industrial Batteries (lead). metals, Teflon, Tyvek, poly film.

Prices on the DOWN Side: PC and office equipment, some electronics. Boxes, stretch film, TiO2, PVC Resins. Good one! PC's , Office supplies.

January 2007

	UP	SAME	DOWN	N/A
Sales	50%	25%	20%	4%
Production	30%	30%	20%	20%
Employment	30%	55%	15%	0%
Purchases	55%	40%	5%	0%
Prices Paid (Major Purchases)	30%	50%	10%	10%
Lead Times (from Sellers)	25%	75%	0%	0%
Purchased Inventory	25%	35%	10%	30%
Finished Goods Inventory	20%	55%	5%	20%

Index 2005/2006 (9 months)

	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN
Sales	55	37	20	35	17	29	28	18	30
Production	29	22	27	7	42	38	20	25	10
Employment	29	18	27	35	32	34	10	0	15
Purchases	29	33	40	32	25	29	30	7	50
Prices Paid (Major Purchases)	48	52	33	43	24	18	18	14	20
Lead Times (from Sellers)	52	59	40	32	45	43	38	14	25
Purchased Inventory	30	25	23	4	7	8	18	18	15
Finished Goods Inventory	18	3	-6	-4	10	-5	-5	-11	15

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

NAPM – Houston	02/06	03/06	04/06	05/06	06/06	07/06	08/06	09/06	10/06	11/06	12/06	1/7
Composite PMI	64.4	66	64.2	62	61.1	60.4	61	60.4	62.2	58.9	55.4	59.8

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

Address Service Requested

March 2007 Dinner Menu

Caesar Salad
Slow Roasted Prime Rib with Au Jus on
French Crusty Bread
Steamed Vegetables
Roasted New Potatoes
Cheesecake with Raspberry Glaze
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.