

UPCOMING EVENTS

May

- 4th Port of Houston Tour
- 6th-9th ISM 92nd Annual International Supply Management Conference – Las Vegas, NV
- 8th Dinner Meeting
- 17th NAPM-Houston Golf Tournament
- 19th “Career Services Day” – CRG / Allsteel Distribution Center
- 21st-22nd “Essentials of Purchasing” University of Houston-Clear Lake
- 23rd-24th “Cost Price Analysis” University of Houston-Clear Lake

June

- 7th “Project Management for Supply Professionals” ISM Satellite Seminar
- 12th NAPM-Houston 87th Annual Installation of Officers Honoring Ms. Laurie D. Oberhoff, Incoming President

Check out the details for all events

At:

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

May 8th General Meeting

Seven Steps to Success

Presented by **Sharon McGee**, Motivational Speaker

By Kim Wren



When Sharon McGee speaks she is at once teaching, coaching, and encouraging her audience to reach for more, to trust their instincts and to not shy from their potential. Sharon is thought-provoking. Kind. Funny. And earnest. She cares. Sharon's heart is fully engaged - whether dazzling a large audience with ways to harness their potential, handing out the pearls of leadership, time management and ethics, or making sense of OSHA regulations.

Sharon believes that there is, in each of us, a still small voice nagging us toward our genius, our heart's desire. In just an hour or two with Sharon, your still small voice will bellow - and you'll be on your way to aspirations come true. Sharon can't help herself; what she has, what she's learned, she wants to give away. It is part and parcel of her upbringing: to lend a helping hand. And of her primary purpose: to serve God.

As the longtime President and CEO of a successful mechanical construction firm in Austin, Texas, Sharon has spent many a day down in the trenches doing what it takes to satisfy her demand that every customer be 100% satisfied with the work performed by her company. She is the industry leader in innovative and creative methods of ensuring this unsurpassed level of customer satisfaction - and she's an entertaining master at passing it on.

One of Sharon's secrets to success is her inexhaustible energy, her love of life. Sharon's enthusiasm is contagious, her faith in people unequalled. She can turn one kilowatt of confidence into ten giga-watts of determination and set you back in life going full tilt toward your dreams.

May 2007 Pre-Meeting: Top 10 Mistakes Leaders Make
By: Sharon McGee

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

EXECUTIVE BOARD

PRESIDENT

Linda A. Love, C.P.M.
llove@swbell.net

VICE-PRESIDENT

Laurie D. Oberhoff
Tecmag, Inc.
loberhoff@tecmag.com

SECRETARY/PARLIAMENTARIAN

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

IMMEDIATE PAST PRESIDENT

Edward M. Wahowski
Williams Gas Pipe Line
edward.m.wahowski@williams.com

DIRECTORS-AT-LARGE

Sharon Malkovicz, C.P.M.
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.
napmhon@earthlink.net

MEMBERSHIP ACTIVITIES

Mara L. Stanfield, C.P.M.
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

Valarie J. Cross
Enterprise Products
vcross@eprod.com

PRESIDENT'S MESSAGE

Our main event this month is our annual golf tournament, which will be held at the Cypresswood Golf Club on Thursday, May 17, 2007. If you haven't volunteered for this event yet, it's not too late! Contact Valarie Cross at vcross@eprod.com if you would like 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. This is our biggest fundraiser of the year. Proceeds from this event are the means that enable us to provide free or low cost educational opportunities to our members throughout the year, so remember when you volunteer to help us, you are indirectly helping yourself!

Also, May is the last month of our program year, and my last month as your President. It has been a very challenging year in many ways, but most of the goals that we set at the beginning of the year were met. The most important was the ratification of a first ever Marketing Plan for NAPM-Houston, Inc. Mara Stanfield, our Membership Committee Chair, spearheaded this effort. I would like to extend many thanks to her for her work on this project. The main purpose of the Marketing Plan is to organize an effort to promote awareness in the Houston business community of our organization and the low cost educational opportunities we can provide to the supply chain profession. Other purposes of the plan are to reach out to members who are inactive in an effort to get them more involved in the organization and to improve membership retention.

Personally, I have learned many leadership skills through being an active volunteer for many years. These skills are as beneficial as getting the C.P.M. certification, so we emphasized leadership skills through most of our Pre-Meetings this year to provide another dimension to our professional training. We also enlisted several of our Past Presidents to be the Pre-Meeting presenters in an effort to keep them involved and to tap into their knowledge and experience as leaders.

I would like to extend a very heartfelt thank you to all who volunteered to serve the organization this year. I know that everyone has a very finite amount of discretionary time, and as President, I am very grateful to those of you who were willing to share some of that discretionary time serving NAPM-Houston, Inc. It has been my pleasure working with each you and getting to know you.

Sincerely,

Linda Love, C.P.M.

Election Results April 10, 2007

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

The following Officers were elected during the Annual Meeting of NAPM-Houston Inc., at the April 10, 2007 General Meeting.

Vice President : Gail Fuselier – CITGO Petroleum Corporation
Local Director: Daniel O. Coleman, C.P.M. – Consultant
Local Director: Kim Wren, A.P.P. – Amegy Bank

Please join me in congratulating our newly elected Officers who will begin their terms of office on June 1, 2007 with the start of the 2007 - 2008 Program Year.

Satellite Seminar June 7, 2007

“Project Management for the Supply Professional” Hosted By Aramco Services Company

How often do you find yourself in the role as a project leader or as a project team member? What does it take to be a leader or a team member? This program will look at the steps in beginning a project and seeing it through to completion, from the eyes of supply managers who have been there. Included in the discussion will be information on team building, leading and mentoring, and other project-related topics.

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.

Golf Tournament Update

NAPM-Houston's annual golf tournament is scheduled for May 17, 2007 at Cypresswood Golf Course.

The golf tournament is NAPM-Houston's major annual fundraiser. The money raised supports several professional development initiatives, enabling us to offer many free or low cost seminars and activities to local supply chain professionals.

We need your help to make this a success. Please ask your company and suppliers to play golf, donate item(s) for the raffle, or sponsor a hole.

Registration forms are on the website at www.napmhou.org

Thanks for all of your help!

For questions, please contact:
Valarie Cross, Special Activities Chair
Enterprise Products
Phone: 713/381-2403
E-mail: vcross@eprod.com

Tenure Awards

(to be presented at the meeting)

Elayne "Donahue" Duncan, C.P.M., A.P.P.	15year
John "Tim" T. Reed, C.P.M., A.P.P.	15year
Cristy D. Bean	5year
Kim A. Botkin, CPIM	5year
Gary P. Burns, C.P.M.	5year
Lee E. Cauley	5year
Marilucy Cerrato	5year
Mark A. Collins, C.P.M.	5year
Raul Davila	5year
Gregory S. Herzog, C.P.M.	5year
Steve Minney, C.P.M.	5year
David E. Paul	5year
Shawn R. Springer	5year
Loretta M. Wainwright	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.

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."

Tuition Reimbursement Program

Funds are currently available for NAPM-Houston's member tuition reimbursement program.

Eligibility

- Any member in good standing of NAPM-Houston who is currently attending a college and or a university, and is working toward a professional degree.
- There must be out of pocket costs incurred that are not being reimbursed by an employer or any other means. This scholarship is intended to reimburse members for out of pocket expenses only.
- Application will be accepted up until Friday June 22, 2007.
- **You must complete any qualifying classes by August 1, 2007 and submit passing grades no later than August 15, 2007.**

Program information and an application form are available on the Pro-D section of NAPM-Houston's web site at www.napmhou.org.

If you have additional questions about this program or to find out how to submit your application, please contact Kathy Silverberg at 713-507-4348 or ksilverberg@reefindustries.com.

News & Notes

By Laurie Oberhoff - Vice President

GET WELL WISHES

NAPM-Houston sends double get well wishes to Walter Hattox, C.P.M. - OYO Geospace. Walter recently had knee replacements. Walter served as our NAPM President 1997-1998.

NAPM -Houston wishing Veronica Lyne, C.P.M., A.P.P. - Hewlett Packard Company a speedy recovery from her recent back surgery.

MOVING UP and MOVING ON!

Double Congratulations are in order for Michael King, C.P.M.. Michael recently received his C.P.M. certification and will begin new employment as Business Consultant with **Alvarez & Marsal** on May 14th.

Congratulations to Carleen M. Glasgow who recently accepted the position of Purchasing Agent for Certex Houston

HAPPY BIRTHDAY WISHES!

Sending 50 BIG Happy Birthday wishes on May 5th to Ed Wahowski of Williams. Ed is currently serving on our board of directors as Immediate Past President and Webmaster.

CONGRATULATIONS are in order to those who in the last 30 days received their C.P.M. / A.P.P. Certifications or Recertifications.

- Sharon E. Brauner, C.P.M, A.P.P. - Recertification
- Elayne Donahue M Duncan, C.P.M, A.P.P. - Recertification
- Vivian Hensley, A.P.P.
- Sandra L. Surma, A.P.P.
- Michael R. King, C.P.M.

If you recently received a certification please e-mail your information to Bruce Bernhoft - Pro-D at bbernhof@woodforest.com. NAPM - Houston would like to congratulate you, appropriately.

If you have News & Notes; births, in sympathy, promotions, new employment, etc. please e-mail them to loberhoff@tecmag.com, napmhou@earthlink.net or call (713) 667-8747 before May 23, 2007.

Activity	Date	Location	Contact Person
Port of Houston Tour	Friday, May 4, 2007	Port of Houston	Don Johnson, C.P.M. (281) 442-8818
Career Services Seminar	Saturday, May 19, 2007	CRG / AllSteel Distribution Center 7108 Old Katy Road, Suite 150 Houston, Texas	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

ECONOMY SHOWS STEADY GROWTH

Production and Price's Support the current Rise.

HOUSTON April 9th, ----- Houston's economy continued growing in March for the twenty-eight consecutive month as the PMI (Purchasing Managers Index) was 62.4 for the month, up from that recorded in the last four months. Purchase level increases, Sales and Prices of Goods and Services grew significantly in the past month, adding to the overall growth rate. Inventory levels were lower for the month. The overall increase would appear to reflect heightened confidence in near term Sales growth.

Sales for the month grew at basically the same rate as in the prior month with eighty-six percent of the survey respondents reporting Sales increasing or the same, while only ten percent reported a drop in Sales for the past thirty days. The Production component of the PMI stayed strong with 90 percent increasing or the same in March with thirty-four percent of Houston's supply chain executives reporting Production increases while only seven percent saw overall Production declines.

Employment in the Houston area remained strong with twenty-eight per cent of survey respondents increasing staff and no participating firms reducing their employment manpower. Net job growth has now been seen up for sixteen months while seventy-two percent of those reporting are maintaining a steady workforce. Prices continued increasing overall as reported by forty-five percent of survey participants, although almost half reported that the Prices Paid in March remained the same. The rising cost of energy is going to continue to make further price softening very difficult, but economics of scale are being achieved and will likely produce more positive results as cost-cutting or cost-leveling efforts continue.

Lead Times were up in only thirty-four percent of the submitted results, with two-thirds of the participating purchasers experiencing the same delivery times from last month. Only seven percent reported reduced lead times.

Items in Short Supply: Workover rigs and land rigs. Experienced personnel for rigs, company men who supervise operations. DIMP market is being to tighten. Vaccines. Castings, Forgings. LED's (light emitting diodes) used in handheld electronic devices and more... 10 weeks. X-60, X-65 AMIS Pipe, Nichole Alloys, none RoHS version of semiconductor's for service. Time, talented employees. Ball valves – large diameter, fabricated equipment. 32 week backlogs on Electrical MV. Semiconductor availability getting weaker.

Prices on the UP Side: OCTG, tubing and casing. Tugs, crewboats, barges and other marine equipment. Plasticizers, PVC Resins, Energy, and fuel surcharges. Vaccines. Winches. RoHS Electronic Components: Semiconductors, Capacitors, RF connectors, to name a few "Supply and Demand / Demand and Supply" Electronic Wire & Cable (copper), Aluminum. Lead items (industrial batteries); poly products (stretch wrap); fleet equipment (tractors/trailers); fuel (diesel). SS, Chrome. Most components, seeing an cost adjustment after year end from suppliers. Most components, seeing an cost adjustment after year end from suppliers. Steel valves. Electrical Cable. Dayrates for Rigs and Vessels. Crude oil pricing continuing to stay high despite Iran crisis settlement. Acrylates price increases quoted.

Prices on the DOWN Side: PC and office equipment. TiO₂ Pigment; MRO buys. Major purchases for expansion program (volume discounts). Medical equipment, furniture. Is there anything on the down side? A105. Nothing we order.

March 2007

	UP	SAME	DOWN	N/A
Sales	48%	38%	10%	3%
Production	34%	38%	7%	21%
Employment	28%	72%	0%	0%
Purchases	52%	41%	3%	3%
Prices Paid (Major Purchases)	45%	48%	7%	0%
Lead Times (from Sellers)	31%	62%	7%	0%
Purchased Inventory	24%	28%	21%	28%
Finished Goods Inventory	21%	31%	24%	24%

Index 2005/2006 (9 months)

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR
Sales	20	35	17	29	28	18	30	42	38
Production	27	7	42	38	20	25	10	29	28
Employment	27	35	32	34	10	0	15	28	28
Purchases	40	32	25	29	30	7	50	38	48
Prices Paid (Major Purchases)	33	43	24	18	18	14	20	22	38
Lead Times (from Sellers)	40	32	45	43	38	14	25	54	24
Purchased Inventory	23	4	7	8	18	18	15	33	3
Finished Goods Inventory	-6	-4	10	-5	-5	-11	15	4	-3

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

NAPM – Houston	Mar06	Apr06	May06	Jun06	Jul06	Aug06	Sep06	Oct06	Nov06	Dec06	Jan07	Feb07	Mar07
Composite PMI	66	64.2	62	61.1	60.4	61	60.4	62.2	58.9	55.4	59.8	58.9	62.4

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

Copyright 2007 by NAPM-Houston, Inc. All Rights Reserved



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

Address Service Requested

May 2007 Dinner Menu

Tossed Mediterranean Salad

Lasagna with Meat Sauce

Grilled Green and Yellow Zucchini

Garlic Bread

Amaretto Cheesecake with

Espresso Cream 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.