

UPCOMING EVENTS

November

13th NAPM-Houston Dinner Meeting

14th Houston Minority Business Council Luncheon – “Emerging E-10 Awards”

December

7 - 8th C.P.M. Review Seminar

No Dinner Meeting

Happy Holidays!

Check out the details for all events

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

November 2007 Pre-Meeting

The November pre-meeting will be on **Leadership - Developing Professional Skills**, Presenter will be **Dan Coleman, C.P.M.**

November 13th General Meeting

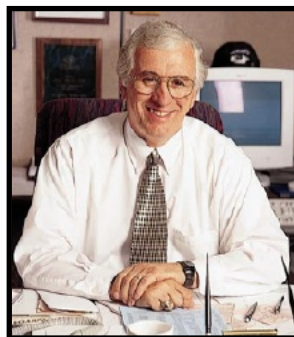
Paul Novak, C.P.M., A.P.P.

Chief Executive Officer - ISM

By Matt Meyer

“The Future of Supply Management”

The landscape for supply management has changed more in the last few years than perhaps it did all the preceding years. Paul will discuss these changes, some of the antecedents, and what this means for us as individuals in our profession. This will lead to a discussion of the new ISM qualification, Certified Professional in Supply Management (CPSM).



Paul Novak, C.P.M., A.P.P., has been with the Institute for Supply Management (ISM) since October 1988. During that time, he has been responsible for every aspect of the association. Just prior to being named executive vice president and chief operating officer, Novak was senior vice president and treasurer. In 2000, he was named the association's chief executive officer.

Novak led the association in a major change in its governance which has resulted in the implementation of a leadership-based board of directors. The board is now made up of vice presidents and senior vice presidents who are the chief purchasing officers of major multinational corporations. Following this change,

Novak led the organization in broadening its focus from purchasing into supply management. As ISM, the association is leading the change of focus to be more inclusive in its view of the role supply management plays in today's business environment.

Novak is a graduate of Michigan State University, having received his BA degree in 1967 and his master's degree in 1972. In addition, he has achieved his certificate in not-for-profit management from the Harvard Business School faculty. Novak was also the staff editor of the four-book knowledge series on purchasing management. Novak is a frequent speaker concerning the future of supply management and the role it must play to ensure business success.

Pre-Meeting: **Leadership**, Dan Coleman, C.P.M.

Location: **Sheraton Houston Brookhollow Hotel**
3000 North Loop West (I45 to 610 to T.C. Jester Exit-Hotel on Right)

Cost: **\$27** with Reservation, \$30 at the door without reservation

When: **5:00 pm – Pre-Meeting**
6:00 pm - Dinner
7:00 pm – “The Future of Supply Management”
Presented By: Paul Novak, C.P.M., A.P.P.
8:30 pm – Adjourn

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PRESIDENT'S MESSAGE



As our N.A.P.M. -Houston 2007 year comes to a close in November, while there is no business in the month of December; I would like to wish each of you Happy Holidays, Season's Greetings and Happy New Year. Please consider during the break, making one of your New Year's resolutions to become a volunteer in your professional organization, N.A.P.M. - Houston, Inc.

A volunteer is defined in many ways: a person who performs a service or assumes an obligation voluntarily; those who like to contribute their time and skills, to give or offer to give; to offer to perform a service of one's own free will; to do helpful work without pay, done by choice, not forced or compelled.

N.A.P.M. - Houston is a Not for Profit Volunteer Professional Educational organization. Below are only a few of the ways volunteering can be rewarding: Volunteering can provide a wonderful opportunity to give back and be self rewarding on the efforts applied toward a successful outcome. On a professional level; you will meet new people, expand your network and they can take over the task when you move on to the next intriguing and self-satisfying volunteer assignment. Volunteering allows you to gain new expertise; hone existing skills, a low-risk way of expanding your knowledge base, learning, experiencing and sharpening an ability or skill. Be recognized as an achiever, a doer, a contributor and increase your profile among your N.A.P.M. peers and colleagues. Utilize your newfound abilities for your employer. Network; opening the door to connections; make new and important contacts. Many of the same skills used while Volunteering would give you the confidence to successfully get through job interviews. Presentation and knowledge of your skills is essential to any good interview. Volunteering can help to create an impressive résumé to sell yourself to prospective employers. Selling your confidence, knowledge, commitment and motivation from your volunteer efforts makes you much more marketable.

There is the knowledge you gain from N.A.P.M. through volunteer leadership. Expand your purchasing knowledge, power and professionalism and career advancement. Your skills in leadership and leadership activities, describe your ability to communicate and speak publicly, highlight your capacity to train and mentor and illustrate skills in organization and motivation. Volunteering offers an opportunity to stay on the cutting edge of the purchasing profession and is indeed, a personal strategic plan. It allows us to close the gap between where we are as individuals and where we want to be.

I encourage everyone to negotiate a personal schedule and allow time to volunteer in your professional growth. Volunteer anytime; a short time, a long time and/or often. You could be the piece of the puzzle missing in our organization to make us complete. Become a volunteer and make an impact toward our growth and continued success.

Contact me, loberhoff@tecmag.com I will assist you in a volunteer position that is a win-win!

Decide, Commit, Succeed
87th Year of the Volunteer
Essential Pieces of the Puzzle

Laurie Oberhoff,
President, NAPM Houston
loberhoff@tecmag.com

2008 Boss of The Year Award

By: Michael King, C.P.M. * Awards Committee Chairman

It is that time of year again to start thinking about the upcoming Boss of the Year Award. Each year in January Houston N.A.P.M. members are encouraged to make a nomination for their boss to be the NAPM.-Houston Boss of the Year. The 2008 Boss of the Year Award will be presented at the February 12, 2007 General Meeting. The deadline for nominations will be January 19, 2007. Forms are available at the following link: <http://www.napmhou.org/AwardsCommittee.htm>

NAPM – Houston Business Survey needs you!

Please take this special opportunity to share your company's business 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 you.

Your company's confidentiality 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!!!

News & Notes

By Gail Fuselier – Vice President

WELCOME BACK!

Gary Lyon was in a serious automobile accident recently. He is back to work and recovering well. Welcome back Gary, we are looking forward to seeing you at the November meeting.

If you have 'news' or 'notables',

Contact:

Gail Fuselier
CITGO Petroleum Corp.
Phone:(832)-486-4978
FAX:(832)-486-1868
email: mfuseli@citgo.com

Welcome, New Members!

The following New Members were approved by the Board of Directors during the October 16, 2007 board meeting.

| | |
|--|-----------------------------|
| Mike LeJune | EDG, Inc. |
| Darin Deege | Friedkin Business Services |
| Carmen M. Ayala | Panhandle Pipeline Co. |
| Autumn Hong | BP |
| Joaquin Contreras, C.P.M., A.P.P. | Conoco Phillips |
| Sookeun Yoo | Samsung Engineering Houston |
| Bob Russell | BP America |
| James A. Reinbold | FMC Technologies |
| Tristan G. McLerran | Schlumberger |
| Layle O. McKelvey | Dresser, Inc. |

Congratulations On Your Tenures!

By: Michael King, C.P.M. * Awards Committee Chairman

Please join me in congratulating the following members on receiving their tenures at the November 13th, 2007 dinner meeting. You can make your reservations to attend at napmhou@earthlink.net by Thursday, Nov. 8th, 2007 by 5:00 pm to accept your certificate.

| November | |
|------------------------------------|------------------------------|
| 5 Year | 10 Year |
| Fred Coleman | Mark A. Hansen C.P.M. |
| Marilyn Elwood | Catherine Miller C.P.M. |
| Roger G. Esparza | Lisa Mershad Nixon |
| Eugene M. McKelvey, C.P.M., A.P.P. | Robert J. Vokurka C.P.M. |
| Phuong Nguyen | 25 Year |
| Frank J. Reilly Jr., C.P.M. | Earl Boykin |
| January | |
| 5 Year | 10 Year |
| Connie S. Addington | Jeanine Allen |
| Yolanda Barraza | Saint Encina |
| Myra Bozeman | Greg Faison, C.P.M. |
| Tana T. Deshayes | Moutaz F. Nahhas |
| Chandra Paul Dhasan, C.P.M. | Abby Smith |
| Stephen Dukes | Norma J. Turner, C.P.M. |
| Tom Longmire | Karl Volkmann |
| Ransome L. Shirley | Michael W. Zimmermann |
| Roy L. Wright, Jr., C.P.M. | |
| 20 Year | 25 Year |
| William M. Redmond, Jr., C.P.M. | Donald F. Formanek, C.P.M. |
| Nelson Schmidt, C.P.M. | Rick Perry, C.P.M. |
| | Joseph D. Santangelo, C.P.M. |

C.P.M. REVIEW SEMINAR

DECEMBER 7th & 8th
Dr. Russell More, C.P.M.
Aramco Services Company

For More Details and Contact information

<http://www.napmhou.org/seminars2007~2008.htm>

Registration Form <http://www.napmhou.org/2007CPMReview120708.doc>

NAPM Career Services Committee

The Career Services Committee is excited this year to bring more awareness to our membership about career opportunities and helps promote our members looking for jobs by posting their resumes on our webpage www.napmhou.org. We also are looking for recruiters within the Supply Chain Management profession to contact us regarding job opportunities so that our members can continue to find great career changing opportunities. This is the perfect "win – win" opportunity for companies and NAPM members to find a great match!

At the beginning of each general membership meeting a Career Services information board will put on display, detailing the proper format/instructions on how to post a job posting and submit a resume. The board will also include all services that we have to offer and upcoming events. Please contact **Jonathan Heath – NAPM Career Services Chair** at napm.career.srvs@mail.com if you have any questions or suggestions.

Job Post Instructions:

Our job area is designed for regional positions in the Materials Management / Supply Chain Management area. Occasionally we will post positions provided by a human resource recruiter that may be of interest to our members. Our main goal is to help our members find positions that will help them advance their career and in turn help the company meet their objectives as well.

Our job posting site in Houston is nationally recognized and the internet URL address (www.napmhou.org) has not changed since we have started the website. Jobs are posted for 30 days then deleted. Members will be contacted by company's directly and third party employment firms.

Please use word format for job posting positions. A job posting format generally consist of the position title, location of the job, a summary of the job description, any job qualifications, and a listing of contact information for our members to contact regarding the position.

Posting a job position is easy!

1. Please email me a job position to www.napm.career.srvs@gmail.com
 - Please note to include a job position in word format.
 - Please include contact information for our members to contact regarding the position.

Upon receipt of your job position I will send you a confirmation that your job position has been received and submitted to the webmaster to be placed on the NAPM website. Please contact me if you have any questions or concerns regarding this process.

NEW! Career Advancement Award

By: Michael King, C.P.M. * Awards Committee Chairman

One of the primary goals of NAPM Houston is to assist in the professional development and advancement of its members. For years our chapter has been enhancing the knowledge and skills of supply chain professionals in the Houston area and assisting members to attain advancement opportunities. We feel strongly that these achievements should be recognized and have created a new award that will be presented to our members who have recently been promoted either internally or have taken advancement opportunities with a new company or organization.

All you have to do to get this recognition is fill out the new Career Advancement Award form available on the NAPM Houston Chapter website (Link is listed below). The award recipients will be recognized at the monthly dinner meeting and will receive a certificate congratulating them on their recent accomplishment. NAPM Houston would also like to encourage the award recipients to invite their boss and family to the dinner to be present while receiving their recognition and certificate. So if you have recently been promoted internally or externally, please go to the website and fill out an application so that we can start recognizing these accomplishments at the November dinner meeting! <http://www.napmhou.org/AwardsCommittee.htm>

Houston Minority Business Council

EMERGING TEN (E-10) AWARDS LUNCHEON Wednesday, November 14, 2007

"Overcoming Challenges and Celebrating Success"

The Keynote Speakers will be the Emerging Ten (E-10) Award Winners who will inspire you with their stories. You will learn how these minority business enterprises (MBEs) emerged to become experts in their industry, gained the necessary expertise to excel; and, as they continued their upward mobility how they learned that giving back to the community energized their company.

WEDNESDAY, November 14, 2007

J. W. Marriott Hotel - Grand Ballroom
5150 Westheimer @ Sage - Houston 77056

9:30 a.m. - 11:00 a.m. - HMBC Review - Sam Houston Room
11:00 a.m. - 12:00 p.m. - Mini-Trade Fair - Grand Ballroom
12:00 p.m. - 1:30 p.m. - Luncheon - Grand Ballroom

Make plans now to attend this inspiring luncheon. Luncheon sponsors will have displays. MBEs are encouraged to exhibit their products and/or services at this very well-attended luncheon of over 500; 300 of which are corporate representatives.

School Partnership Committee Update

By Debbie Newman

The Thanksgiving and Christmas holidays are just around the corner, so it is time for our annual holiday food drive. Share your bounty and pick up a couple extra items while you're grocery shopping and make the holidays brighter for some of our adopted students. The committee will be collecting food donations (canned goods, rice, dried beans, etc.) at our November Dinner meeting. Our adopted schools will use the donations in holiday food baskets they will prepare for needy student families. If you've ever gone to bed hungry, you know how much it will be appreciated.

Just a reminder: If you're cleaning up around the office, please remember our adopted schools. Students have no objection to pens or binders imprinted with a company name, or letterhead that is obsolete due to a name change or merger. In the past we have donated a used refrigerator, used office furniture, a large copier, notepads, current or out of date calendars (the students cut out the pictures or use the back for posters if a large calendar), lots of used office equipment including calculators, typewriters, in/out boxes or trays, file folders, etc. Just about the only item we are unable to accept is used computer equipment. (HISD revised their policy and they no longer accept donated computer equipment.) We can even arrange for donated items to be picked up at your home or office and then delivered to one of our adopted schools. One man's trash is another's treasure.

That goes for at home also. If you're cleaning out closets, reorganizing or moving to a new home, please remember our adopted schools. They will be glad to have your used children's books, furniture, craft supplies, etc. In the past some of our members have donated a used piano, used furniture, books & toys, etc.

Please email or phone Debbie Newman (debbie.a.newman@exxonmobil.com or 281-654-2905) if you think you have something to donate, an idea to share, or would like to volunteer for an event. Thanks again for all the school supply donations! We really are making a difference.

SAVE THIS DATE!

THURSDAY, MAY 22, 2008

GOLF TOURNAMENT



Cypresswood Golf Course

Visit us at www.napmhou.org

Click "2008 Golf Tournament" for registration and sponsorship forms and photos of our 2007 tournament

Interested in volunteering in the organization of the Golf Tournament? Come and join us at the Sheraton Houston Brookhollow Hotel (same hotel as for our regular monthly meetings) on Thursday November 8th at 6:00 PM for the Special Activities Committee "Golf Planning Meeting"!

"One of the best ways to network with other procurement professionals is by getting involved in NAPM Houston activities." And the Golf Tournament is a fun way of getting involved.

If you are interested contact:
Hector "Hernan" Gutierrez C.P.M.
Petrobras America, Inc.
713-808-2447
e-mail: hgutierrez@petrobras-usa.com

NAPM - HOUSTON ECONOMIC REPORT

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

ECONOMY CONTINUES STRONG Sales and Purchases are Leaders but Slowing!

HOUSTON October 10, 2007 ----- The Houston Purchasing Managers Index slipped to 59.5 in September from 60.8 in August, suggesting the potential for moderately lower levels of regional production over the remainder of this year and into next year. That said, any slowing would come from very high levels and a reading barely below 60 is still a sign of a strong outlook. (The PMI has a possible range of 0 to 100, and anything over 50 betokens production gains over the next one to two quarters.)

The Houston PMI is based on diffusion indexes for eight indicators. (A diffusion index is simply the percentage of respondents reporting increases from the previous month less the percentage reporting declines.) The September data are marked by a fairly sharp decline in Production, which fell from 29 to 18. There was a smaller dip in Purchases, which slipped from 43 to 36 and a 14-point drop in Purchased Inventory, which fell to zero. Production crested at 38 in April and May and Purchases topped out at 52 in April.

Sales at 33 and Purchases at 36 continued to register considerable, but slowing strength. Employment, Lead Times and Finished Goods Inventory showed very little change over the month. Employment remains robust, with 27% of respondents adding staff in September and just 9% reporting reduced staff.

September is the 57th consecutive month that the Houston PMI has been above the neutral mark of 50 and it's only the ninth month since the end of 2004 to post a reading below 60. Over the 12 months ending this September, the Houston PMI has averaged 60.2. Well above the 57.1 average since it was introduced in January 1995.

Items in Short Supply: Deck barges, crewboats, Electric Motors, Cable Glands, Special Electric Fittings, Plasticizer and DINP, Plasticizers, organic pigments and PVC Resins, For October already have price increases on boxes, PVC resins again and stearic acid, Had to purchase prepaid the 4th qtr DINP to ensure our supply, Currently no problem with medical supplies, Castings & Forgings, Mechanical Equipment, Pipe, NONE, No issues, None, I have not experienced any shortages, so far, Based on current lead times: Valves; shop space for vessels / heat exchangers; cranes (for purchase), Titanium supply tight.

Prices on the UP Side: Tugs and barges, Hastelloy and copper parts, vaccines, bronze, Forklift batteries, Nickel prices falling, plastic pallets, Steel prices are still up. Items purchased a couple of months ago now cost 10-15% more, HP toner, steel plate and structural beams prices increasing, small fabricated vessels (pots & pans); forged items, "WAGES" are UP! People requiring (demanding) more money!

Prices on the DOWN Side: PC and office equipment, Computer components, Commodity electronic / electro mechanical product pricing continues to slide, Petroleum, Nitrogen (NOX), Dram prices falling, Stainless Steel

September 2007

| | UP | SAME | DOWN | N/A |
|-------------------------------|-----|------|------|-----|
| Sales | 42% | 45% | 9% | 3% |
| Production | 24% | 48% | 6% | 21% |
| Employment | 27% | 64% | 9% | 0% |
| Purchases | 45% | 45% | 9% | 0% |
| Prices Paid (Major Purchases) | 30% | 52% | 6% | 12% |
| Lead Times (from Sellers) | 24% | 70% | 3% | 3% |
| Purchased Inventory | 15% | 39% | 15% | 30% |
| Finished Goods Inventory | 15% | 48% | 9% | 27% |

Index 2006/2007 (9 months)

| JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT |
|-----|-----|-----|-----|-----|------|------|-----|------|
| 30 | 42 | 38 | 45 | 38 | 36 | 46 | 37 | 33 |
| 10 | 29 | 28 | 38 | 38 | 18 | 20 | 29 | 18 |
| 15 | 25 | 28 | 21 | 56 | 30 | 29 | 17 | 18 |
| 50 | 38 | 48 | 52 | 31 | 52 | 34 | 43 | 36 |
| 20 | 33 | 38 | 28 | 25 | 15 | 11 | 11 | 24 |
| 25 | 54 | 24 | 24 | 22 | 18 | 20 | 23 | 21 |
| 15 | 33 | 3 | 7 | 13 | 9 | 3 | 14 | 0 |
| 15 | 4 | -3 | 3 | 3 | 0 | -3 | 3 | 6 |

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

| NAPM - Houston | Oct06 | Nov06 | Dec06 | Jan07 | Feb07 | Mar07 | Apr07 | May07 | Jun07 | Jul07 | Aug07 | Sept07 |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Composite PMI | 62.2 | 58.9 | 55.4 | 59.8 | 58.9 | 62.4 | 63.4 | 59.4 | 61.0 | 60.6 | 60.8 | 59.5 |

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

November 2007 Dinner Menu

Tossed Mediterranean Salad
Asiago Chicken Roulade topped with Basil Cream Sauce
Roasted Seasonal Vegetables
Rice Pilaf
New York Style Cheesecake with Raspberry Sauce
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.