

Houston *Burlyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

October 2007

UPCOMING EVENTS

October

- 9th NAPM-Houston Dinner Meeting
- 11th ISM Satellite Seminar – “Global Sourcing: Where in the World Are Our Suppliers?”
- 24th – 26th Southwest Supply Management Conference

November

- 13th NAPM-Houston Dinner Meeting

Check out the details for all events

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

October 2007 Pre-Meeting

ISM CERTIFICATION PROGRAMS

Bruce Bernhoft and the Pro-D Committee will discuss the ISM Certification Programs, including the current C.P.M. program and the Certified Professional in Supply Management (CPSM) program which will debut in 2008.

October 9th General Meeting

Ann Perle

Executive Coach & Strategist

By Matt Meyer

“Bloom Where You Are Planted: The Four Natural Cycles of Change”

Recently, much has been said about the different generations; the Baby Boomers, Generations X and Y, bumping up against each other as they learn to work together. A new idea is just to see where you, or your team, or your organization is in the natural change cycle. Whether you like it or not, change is the only constant we have and there are some definite components of each cycle. Find out where you are in this natural phenomenon and how it can work for you. See how you can take the greatest advantage of each cycle.



Ann Perle is a change strategist helping organizations with organizational change initiatives and performance issues. During her 25+ years in business, Ms. Perle has focused on human potential, and in her various roles has worked with more than 15,000 individuals. Ms. Perle began her career with M. David Lowe Personnel Services in Houston. After moving to California, she operated her own staffing and consulting firm for 12 years before accepting an executive human resource position with a large global corporation. Currently she consults and coaches nationally and internationally with clients helping them create the performance and change they desire. Ms. Perle is a certified ISO 9000 auditor and certified in Benchmarks, a 360-degree assessment program from

the Center for Creative Leadership. She has a B.S. degree in Organizational Behavior from the University of San Francisco.

Pre-Meeting: ISM Certification Programs, Bruce Bernhoft

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 – “Bloom Where You Are Planted”
Presented By: Ann Perle
8:30 pm – Adjourn

Please RVSP for dinner meeting by Thursday, October 4th at 5pm at napmhou@earthlink.net

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PRESIDENT'S MESSAGE



As we begin the month of October, NAPM-Houston membership has a lot to offer the member who takes advantage of their resources. And, isn't that what we're all trained or in training to do?

Starting with October 9 General Meeting, NAPM-Houston will recognize Aramco Services Company for their many years of continued service to our affiliate by hosting the free Satellite Seminars. Dora Valdez is the 2007 – 2008 Vice Chair for Pro-D Committee. She is a long time employee of Aramco and is the coordinator for all who attend the seminars. Fiona Stuart assists Dora for a successful seminar. At the meeting NAPM will present Aramco with a plaque to show our appreciation, congratulate Aramco for a job well done and thank them for their continued support for NAPM-Houston. For more details on upcoming satellite seminars and more, visit <http://www.naphou.org/seminars2007~2008.htm>

One of the many benefits you gain as a member of NAPM-Houston is the opportunity to attend a first class conference rivaled only by the one that is held by ISM in the Spring and this one is just down the road a tad with a cost of only \$300 – a fraction of what other equal conferences would cost you. For more details about the conference and to register visit <http://www.ismswscf.org/swpc/conbro07.pdf>. I hope to see you there!

You will have the opportunity to "Find a Treasure for your Supply Management Career" during the [61st Annual Southwest Supply Management Conference](#) in Galveston, Texas on October 24 - 26. The host hotel is the beautiful San Luis Resort on the seawall to make a reservation call 800-445-0090 or 409-744-1500. NAPM-Houston has a number of Volunteers who have worked long hours donating their time toward a successful conference. When you come upon one of those volunteers, be sure to recognize them and tell them what you feel about the conference.

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

It is that time of year again to start thinking about the upcoming Boss of the Year Award. Each year in January; NAPM- Houston 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, 2008 General Meeting. The deadline for nominations will be January 19, 2008.

Forms are available at the following link:
<http://www.naphou.org/AwardsCommittee.htm>.

Satellite Seminar October 11, 2007

“Global Sourcing: Where in the World Are Our Suppliers?”

Hosted By Aramco Services Company

For many companies, sourcing outside the United States has become a way of life. Other companies are trying to decide whether they should jump on the bandwagon. What does it cost? What can we gain by sourcing offshore? What are the risks? What challenges are there with inventory and logistics on a global scale? Hear from supply managers who have stepped into the global sourcing arena.

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.

Welcome, New Members!

By: Katie York – Membership Activities Committee, Chairman

There were 14 new members approved by the Board at our September 18, 2007 Board of Directors meeting. NAPM-Houston would like to welcome all of our new members and invite you to attend our Monthly dinner meetings. Please stop by the Pro-D/Membership Activities table near the registration table to say Hello!

Renee D. Benham
Jacob Flores
Scott M. Gibson
Jacque Groce
Dawn Grolemond
Nina Pejnovich
Terry L. Pontius
Lorraine Renfrow
Roxy R. Riggs
Beth G. Caloway Ryan
Chris Schwark
Wayne E. Switzer
Claude Whitsett
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Schlumberger Technology Corporation
Baker/MO Services
Shell Information Technology International, Inc.
Chicago Bridge & Iron
Baker Energy
Hewlett Packard Company
MECO
NRG Energy, Inc.
Integrated Trade Systems, 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 October 9th, 2007 dinner meeting for the months of October and November. You can make your reservations to attend at naphou@earthlink.net by Thursday, October 5, 2007 by 5:00 pm to accept your certificate.

October	
5 Year William L. Justus	15 Year Richard J. Bruns
	25 Year Geri G. Neimann
November	
5 Year Fred Coleman Marilyn Elwood Roger G. Esparza Eugene M. McKelvey, C.P.M., A.P.P. Phuong Nguyen Franklin J. Reilly Jr., C.P.M.	10 Year Mark A. Hansen C.P.M. Catherine Miller C.P.M. Lisa Mershad Nixon Robert J. Vokurka C.P.M.
	25 Year Earl Boykin

October 24 – 26 , 2007

“Find the Treasure...For Your Supply Management Career”

Our theme, “**Find the Treasure...For Your Supply Management Career**” exemplifies the outstanding educational content of this conference! We are kicking off our conference on Wednesday, October 24, with three pre-conference seminars: “E-Logistics & Global Supply Chain Management” by Thomas Tanel and Ronald Grossman, C.P.M. Review by Michael Moyer and “Focusing on Your C.P.M. Study and Test Taking Skills by Dr. Michael McGinnis.

Join other Supply Management Professionals for an evening of Networking and Entertainment at our Opening Reception on Wednesday evening beginning at 6:00 PM.

On Thursday, October 25, our keynote speakers are Herb Baker, Deputy Manager, Exploration Systems Procurement Office, NASA/Johnson Space Center at our Opening Session, and George Adams, British Petroleum as our Luncheon Speaker. Our conference offers 30 educational workshop sessions, which fall into 6 tracks: 1) Supplier and Strategic Alliances, 2) Cost and Value Added, 3) Negotiations, 4) Risk Mitigation, 5) Skill Sets for Supply Management and 6) Supply Management Best Practices

Join us Thursday night for our Tabletop Exhibits. We still have room for additional suppliers if you have a supplier who would like to participate in this year's Tabletop exhibits

We are looking forward to seeing October 24-26, 2007 in Galveston, Texas, at the San Luis Resort for the 61st Annual Southwest Supply Management Conference, October 24-26, 2007. We encouraged you to make your reservations early as the host hotel is filling up quickly

For information about the Southwest Supply Management Conference visit www.ismswscf.org

Supplier Diversity

The National Minority Supplier Development Council's (NMSDC) annual conference will be held in Miami, Fla. from October 28 through 31. The theme of the conference trade show is “Building the Global Economy of Tomorrow Today.” This conference is widely acknowledged to be the largest and best gathering of qualified minority-owned businesses in the country. More than 850 corporate and minority business exhibitors will network to help provide increased procurement and business opportunities for minority businesses of all sizes. For more information and registration instructions visit the website at <http://www.nmsdcus.org/events/conference07.html>

News & Notes

By Gail Fuselier – Vice President

CONGRATULATIONS

Congratulations to **Mike Valant** who has recently agreed to fill the role of Immediate Past President for NAPM-Houston. Mike also serves as our Business Survey Chair.

Congratulations to **Ed Wahowski** for agreeing to serve as Treasurer for the next year in addition to his responsibilities as the Communications/Webmaster Chair.

IN SYMPATHY

NAPM-Houston extends our sympathies to the family of **Sharon Malkovicz** whose father recently passed away.

MOVING ON!

We wish to thank **Doc Steltzer** for 16 years of loyalty and service to NAPM – Houston. We wish you the best of luck in your retirement. Come visit us frequently Doc!

Double Congratulations are in order for **Linda Love, C.P.M.** Linda and her husband are not only retiring but they are making a new beginning by moving to Galveston. Linda has resigned as Immediate Past President of NAPM. We wish them well and thank Linda for many years of service to NAPM – Houston.

If you have ‘news’ or ‘notables’,

Contact:

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

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.svs@mail.com if you have any questions or suggestions.

October 2007 Special NAPM Houston Recognition Award Aramco Services Company

By: Laurie D. Oberhoff * President

On behalf on NAPM - Houston, Inc., I am pleased to advise that we would like recognize Aramco Services Company's contribution to the many educational programs and professional opportunities sponsored by our Association.

ASC has supported and encouraged membership and volunteer participation in our Association's leadership and committee activities. ASC's NAPM-Houston members have volunteered their time and enthusiasm year after year. In addition, ASC has provided their facility and equipment to host several major initiatives.

Aramco Services Company has graciously provided their facilities and equipment to NAPM Houston for the following events:

- NAPM/ISM Satellite Seminars
- Global Resources Committee seminars & educational workshops
- Career Services Committee seminars & educational workshops
- Public Relations Committee, meetings and low cost printed materials

The following ASC representatives have been invited to our October 9th dinner meeting:

Steve J. Groppi, Supervisor
Gloria Tubbs – Sr. Buyer
Dora A. Valdez, Lead Buyers Assistant
Fiona Stuart, Buyers Assistant
Larry Ormand, Visual Technologies Specialist
Adala Al-Oboudi, Receptionist
Donald James, Reproduction
Eleanor Parker, Reproduction

It is through the support of companies like Aramco Services Company that our Association has become one of the leading ISM Affiliates in the country.

Resume Post Instructions:

We operate the resume area of the website as a means for NAPM members to anonymously post their resumes. As part of that function we ask that they provide a valid email address so that prospective employers can contact them directly.

NAPM Houston is not a career counseling group. However, we offer the service of posting member resumes as a service only and never want to act as the intermediary between a member and a prospective employer.

Please use word format for these documents. Resumes are posted for 60 days and then deleted. The names of the members are taken off of the resumes and replaced with an anonymous candidate number with their email contact information.

Posting your resume is easy!

1. Please email your resume to www.napm.career.srvs@gmail.com
 - Please note to include your resume in word format.
 - Please include your contact information with your email address.
2. Upon receipt of your resume, I will send you a confirmation that your resume 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.

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.napmhouston.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.
2. 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.

NAPM - HOUSTON ECONOMIC REPORT

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

ECONOMY REMAINS CONSTANT Sales and Purchases are Still Leaders!

HOUSTON September 10, 2007 ----- Houston's economy remained steadfast in August and is still within 6% of the peak we saw in February, 2007 as measured by the PMI (Purchasing Managers Index), which was 60.8 for August. This score is just 0.2 index points below the August, 2006 readings. Purchases were up for 46% of the respondents for the month and 97% of the companies noted that Purchases were up or the same. This is a 6% improvement from last month, but this month the movement was from Down to the Same from the respondents. This appears to be a slight indication of improvement in this indicator.

Employment was up or the same for 86% of the manufacturing operations. This indicates a 5% shift to reductions. BUT there was a 9% movement from Up to Same. That is may be a reflection of the "Doing more with less" in the workforce.

Total Sales for this month report indicated a 3% increase in Sales up or the same from the prior month, but there was also a 5% upward adjustment in Same Sales. Eighty-six percent of the survey respondents reported Sales increasing or the same with only eleven percent reporting a drop in Sales for the past thirty days. The Production component of the PMI indicated that 43% of our respondents reported increases, while 26% reported no change. This is a reversal of the two items from the previous month. Employment in the Houston area remained strong with 31% percent of our respondents increasing staff and only 14% reducing employment manpower. Prices stayed stable, increasing in 26% and remaining the same with 57% of the respondent's. This is very close to last month's results. Eighty-three percent of survey participants report prices were up or the same. Several items are showing a reduction in the pressures of future price increases. Lead Times remained at 89% Increasing or the Same from last month. 34% of the participating purchasers experiencing longer delivery times from last month, while eleven percent reported reduced lead times.

Items in Short Supply: Used tubing strings are not easy to locate, 2" thru 16" valves, Hard workers, Not finding this to be a problem, Vaccines, Qualified Contract Specialists, Memory DIMMS – hard drive supply tight, Some sizes of bronze bar, outside machining time, Electric Motors, Cable Glands, Special Electrical Fittings, Metal Fab Shop Capacity, Qualified Employee Candidates.

Prices on the UP Side: Marine equipment, tugs & barges, Valves, Labor, Polyethylene Resin & Film, Metals, wire, cable, vaccines, Prices stable month over month, Toner, paper, Everything has gone up this year, think we are over the worst, Copper, Titanium and 316SS Parts.

Prices on the DOWN Side: PC and office equipment, Electronic components, Good one!, Computer Components, Nothing, Stainless steel products will drop in price for the third consecutive month, Computers and parts, None, prices are steady, Natural Gas, Waste Disposal, Large OD heavy wall seamless carbon pipe down slightly, SS is coming down in price, None, Prices of energy still holding down.

August 2007

	UP	SAME	DOWN	N/A
Sales	49%	37%	11%	3%
Production	43%	26%	14%	17%
Employment	31%	54%	14%	0%
Purchases	46%	51%	3%	0%
Prices Paid (Major Purchases)	26%	57%	14%	3%
Lead Times (from Sellers)	34%	54%	11%	0%
Purchased Inventory	26%	34%	11%	29%
Finished Goods Inventory	20%	40%	17%	23%

Index 2006/2007 (9 months)

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

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

NAPM – Houston	Sep06	Oct06	Nov06	Dec06	Jan07	Feb07	Mar07	Apr07	May07	Jun07	Jul07	Aug07
Composite PMI	60.4	62.2	58.9	55.4	61	64.8	62.4	63.4	59.4	61.0	60.6	60.8

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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Address Service Requested

October 2007 Dinner Menu

Garden Green Salad

Curry Beef

Coconut Jasmine Rice with Papaya Relish

Sugar Snap Peas with Bean Sprouts and Red Bell Peppers

Apricot White Chocolate Bread Pudding

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.