

# Houston *Burlyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

September 2007

## UPCOMING EVENTS

### September

- 11<sup>th</sup> NAPM-Houston Dinner Meeting  
20<sup>th</sup> 2008 Supplier Expo and Golf  
Tournament Planning Dinner. All  
interested volunteers are welcome!

### October

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

Check out the details for all events

[www.napmhou.org](http://www.napmhou.org)

## September 11, 2007 Begins NAPM - Houston 87<sup>th</sup> Year of Adding Value to Membership

As we begin our 87<sup>th</sup> Year, September 11, 2007, NAPM-Houston will be offering 4 door prize drawings prior to adjourning our dinner meeting. Four names will be drawn from your dinner meeting attendance cards. Therefore, you must be present to win!

As you are aware NAPM-Houston is co-sponsor of the [61st Annual Southwest Supply Management Conference](#) in Galveston on October 24 - 26, 2007 at the San Luis Resort.

Two prizes will be for 2 nights at the San Luis Resort, a minimum value of \$134.00 per night (plus taxes) in Galveston to the Southwest Supply Management Conference and two will be for 2 basic conference registrations, a value of \$300.00 each.

If you are unable to attend the conference, we ask that you donate them back for a redraw and allow someone else to attend.

This offer is only valid until October 1, 2007 and is only for attending this conference. Good luck!

## September 11<sup>th</sup> General Meeting

### Angela Huffmon

Corporate Trainer, Motivational Speaker

By Matt Meyer

### Success Planning: Achieve Your Dreams

Ready, Set, Achieve. This seminar teaches action steps to set your sights on achieving your goals. Without being involved in an active planning process we cannot achieve our dreams.

1. Creating a Personal Business Plan
2. Goal Setting for Results
3. ABCDUP Method
4. Accountability Partners



**Angela Huffmon** worked for many years in the medical industry, before taking her first business position in a new division of American Express Company. The knowledge and growth she experienced with the corporate giant were invaluable to understanding the needs of middle market businesses. As a result of this experience, Angela found her niche, which started her on a quest to open her own business that would service small and mid-sized companies. For many years she provided consulting services exclusively for these companies that desperately needed instruction on advertising, marketing, growth strategies, and competition research. Gradually, her company expanded its services to work with large corporations and non-profits to improve their manager/employee communication. She has conducted business consulting in 33 states and Canada

Ms. Huffmon's fifteen years of experience in sales, marketing, market/economic research, and business consulting has provided her with knowledge of over forty industries. Her motto is "Happy Employees, Means Happier Corporations, and Results in Happier Profit-lines." Angela's enthusiasm for helping organizations to improve their company environments and employees morale is infectious. Angela resides in Pearland, Texas near Houston with her dog Samson.

**Pre-Meeting:** “Meet Your Committees”

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

**Cost:** **\$27** with Reservation, \$30.00 at the door without reservation

**When:** **5:00 pm – Pre-Meeting**  
**6:00 pm - Dinner**  
**7:00 pm – Success Planning: Achieve Your Dreams**  
**Presented By: Angela Huffmon,**  
**Corporate Trainer, Motivational Speaker**  
**8:30 pm - Adjourn**

Please RVSP for dinner meeting by Thursday, September 6<sup>th</sup> at 5pm at [napmhou@earthlink.net](mailto:napmhou@earthlink.net)

## EXECUTIVE BOARD

### PRESIDENT

Laurie D. Oberhoff  
Tecmag, Inc.  
[napmhou@earthlink.net](mailto:napmhou@earthlink.net)

### VICE-PRESIDENT

Gail Fuselier  
CITGO Petroleum Corp  
[mfuseli@citgo.com](mailto:mfuseli@citgo.com)

### SECRETARY/PARLIAMENTARIAN

Sarah Ansley  
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### TREASURER

Harold "Doc" Stelzer, C.P.M., A.P.P.  
Stelzer & Associates  
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### IMMEDIATE PAST PRESIDENT

Linda Love, C.P.M.  
Retired  
[llove@swbell.net](mailto:llove@swbell.net)

### DIRECTORS-AT-LARGE

Sharon Malkovicz, C.P.M.  
Hewlett Packard  
[sharon.malkovicz@hp.com](mailto:sharon.malkovicz@hp.com)

Marian T. Nimon, MBA, C.P.M.  
UT M.D. Anderson Cancer Center  
[mnimon@mdanderson.org](mailto:mnimon@mdanderson.org)

### LOCAL DIRECTORS

Dan Coleman, C.P.M.  
Consultant  
[dcolema1666@earthlink.com](mailto:dcolema1666@earthlink.com)

Kim Wren, A.P.P.  
Amegy Bank  
[kim.wren@amegybank.com](mailto:kim.wren@amegybank.com)

Jo Ann Prazak, A.P.P.  
Swift Energy Operating, LLC  
[joannprazak@yahoo.com](mailto:joannprazak@yahoo.com)

## Standing Committees

### COMMUNICATIONS/WEBMASTER

Edward M. Wahowski  
William Gas Pipeline Co.  
[edward.m.wahowski@williams.com](mailto:edward.m.wahowski@williams.com)

### MEMBERSHIP ACTIVITIES

Katie York  
Hewlett Packard Company  
[katherine.york@hp.com](mailto:katherine.york@hp.com)

### PROFESSIONAL DEVELOPMENT

Bruce Benhoff  
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### PROGRAMS

Matthew Meyer  
Hewlett Packard Company  
[matthew.meyer@hp.com](mailto:matthew.meyer@hp.com)

### PUBLIC RELATIONS

Nancy Wimberley, C.P.M., A.P.P.  
Friedkin Business Services  
[nwimberley@fbssvcs.com](mailto:nwimberley@fbssvcs.com)

### Special Activities

Hector "Herman" Gutierrez, C.P.M.  
Petrobras Americas, Inc.  
[hgutierrez@petrobras-usa.com](mailto:hgutierrez@petrobras-usa.com)

# PRESIDENT'S MESSAGE



## Welcome to NAPM-Houston's 87th Year of the Volunteer! I hope everyone enjoyed their summer.

As we begin the 2007-2008 program year, I would like to introduce you to the 2007-2008 Board of Directors, Officers and Committees. Our board consists of 25 members and 3 Vice Chairs. There are two positions filled by the same people There are eight (8) who have less than 2 years in NAPM-Houston membership, one of them joined a Committee prior to his membership being approved. There are 7 Past Presidents, there are 20 with 5 years and more, there are 7 with 15 + years of Membership. What a wealth of fresh ideas coming together with amazing experience and knowledge!

Along with 8 new members and new to the board of directors, we formed a new committee known as our Leadership Support Committee. The purpose of this committee is to consist of committee members who have been a member for many years, a past president, served in many board positions and who have years of experience and knowledge to be mentors to our eight new board members.

Effective June 1, 2007 the 2007- 2008 Board of Directors were in office. On June 12, 2007 dinner meeting, during the Installation of Officers we took our oath of office. On June 19 the full Board of Directors met for our first Board meeting. In attendance were 23 of 25. What enthusiasm!

On June 26, 2007 we held a training workshop session, which was to introduce the new members to the board and various learning tools, such as their budgets, account codes, communications, how to process forms, questions and answers, introduction to each new committee chairman and more. Eighteen (18) attended this session I am proud to say we have a group of hard workers. They have demonstrated they can come through on a short notice. I know, I put them to the test!

The Executive Board and the 6 Standing Committees had busy schedules preparing for our program year. I would like to invite and encourage each Member to join a committee or offer a few minutes of your time to make a difference for a committee. There are so many things that you could make a difference in by volunteering. NAPM-Houston is a large affiliate. In order for us to be successful, grow, keep our great reputation and be recognized as a large affiliate we need more than a few volunteers. Volunteering can be rewarding. You can meet new friends, network, have a second family, or things to do in your spare time.

If you have marketing experience Public Relations and/or Special Activities needs you. If you can assist by calling new members and inviting them to attend a meeting, or if you can be a mentor to a new member at a dinner meeting; Membership Activities can use your help. If you could become part of the committee who collects door prizes for the golf outing, Special Activities can use you. If you have a few minutes to address envelopes or stuff new member packets; the list goes on but you can make a difference with a few minutes of your time.

Please attend the September 11 meeting and visit the committees, learn what each one does and sign up. You can meet new friends and enjoy the enthusiasm while making a difference! Once again the September 11, dinner meeting will be "action packed" with "Meet Your Committees", Back to School and the Patrick Henry Middle School Mariachi Band performing. All members are invited to our special Presidential Dinner scheduled for Thursday September 20, 2007 6:00 P.M. at the Sheraton Houston Brookhollow Hotel to help us start the planning of our Associations fund raising events.

I would like to say "thank-you" to the many volunteers who may think their efforts went unnoticed. You are appreciated and please continue to volunteer.

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

Laurie Oberhoff,  
President, NAPM Houston  
[lobhoff@tecmag.com](mailto:lobhoff@tecmag.com)

## 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](mailto: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.

## 2007 James O. Cox Award Recipient

### Marian Nimon, M.B.A., C.P.M. Receives NAPM-Houston's 2007 James O. Cox Outstanding Member of the Year Award

By: Sharon Malkovicz – Director at Large



The James O. Cox Outstanding Member Award for 2006-2007 was presented to **Marian T. Nimon, C.P.M.** on June 12, 2007 during the 87th Installation of Officers. Lin Peterson, C.P.M., A.P.P., Chairman of the James O. Cox Outstanding Member Award Committee, made the presentation at the Sheraton Brookhollow.

Marian began her career in purchasing while living in Michigan in the 1980s. When she moved to Houston she gained employment with The University of Texas M. D. Anderson Cancer Center. There she manages the HUB and Federal Small Business Program, providing excellent service, leadership, and mentoring relationships, as evidenced by her numerous accomplishments and

awards. Marian has been married for 32 years to Harry Nimon, Jr. and has four children: Gloria, Jessica, Paul, and Veronica. Marian's family is close-knit and they have all made education and volunteerism priorities.

Marian joined NAPM-Houston in 1995 and became active in the Minority Business Program, now known as the Supplier Diversity Group. Over the years, Marian has served on the following committee's: Mini Trade Fair, School Partnership, Health Care Buyer's Group, and Special Activities Committee. Marian also served as Director at Large, Local Director, and Southwest Purchasing Conference Exhibit Chair. In 2003 Marian became NAPM-Houston's 83rd president. In her spare time that year she completed her M.B.A.

In addition to being active in NAPM-Houston, Marian is a participating member of the Women's Business Enterprise Alliance, the Houston Minority Business Council, The Women Contractor's Association, and the Asian Chamber of Commerce, as well as a graduate of Leadership Houston Class XVIII.

Marian's numerous awards throughout her career include the following:

- Mentor of the Year award by the Women's Business Enterprise Alliance
- The Small Business Administration's Women in Business Advocate of the Year
- The Department of Commerce's Minority Business Advocate of the Year
- Professional Services Advocate of the Year from The Houston Minority Business Council
- Advocate of the Year from The Houston Minority Business Council
- Helping Hand Award from the Houston Minority Business Council
- Coordinator of the Year from The Women's Business Enterprise Alliance
- Cutting Edge Award from the Women's Business Enterprise Alliance
- Group purchasing organization Premier's National Supplier Diversity Award
- Program recipient of the Small Business Administration's Dwight D. Eisenhower Award of Excellence for Research and Development
- ISM's Charles M. McDonald Award for supplier diversity excellence, presented at the 92nd Annual International Supply Management conference, for exemplary contributions in minority and women's business development in 2007.

Marian devotes much time and effort to her volunteer duties. Her performance continues to be extraordinary and is a shining example of professionalism. Congratulations, Marian!

# School Partnership Committee Update

By Debbie Newman

As one year ends and another begins there is always lots of activity, whether in NAPM Houston or with our adopted schools. As NAPM wrapped up another successful year, the School Partnership Committee helped our adopted schools end the 2006-2007 school year on a strong note.

In order to recognize student achievements and encourage good grades, the committee made several small donations for various end of year events:

- Patrick Henry's 5/10 Field trip
- Patrick Henry's 5/11 dance for eighth grade graduates
- Scarborough's 5/17 Field Day
- Patrick Henry's 5/18 Field Day
- Patrick Henry's 5/21 & 5/22 awards & recognition programs

In addition, Laurie Oberhoff represented NAPM Houston at Patrick Henry's 5/25 recognition event.

Over the summer, the committee assisted Scarborough's RAK (Random Acts of Kindness) student group with an extreme makeover of the teacher's lounge. This was the year end major project of the RAK group. NAPM provided a used couch, coffee table and two end tables (purchased for \$50 at a garage sale) and the funds for a couple gallons of paint. The committee delivered the furniture in early Aug after the room was painted. Scarborough provided two new luncheon tables and chairs. The RAK students solicited additional donations including a chair massager, toaster, napkin holders, artwork and other items. The students worked diligently to be sure everything was in place prior to Aug 13<sup>th</sup> when the teachers returned after the summer break. What a nice surprise! The students took before and after photos and we'll be sure to share them with our members. (Watch the slide presentation prior to our dinner meetings.)

The start of a new school year and a new year for NAPM Houston brings our traditional September annual school supplies drive. Many thanks to all of our members who donate items for the school supplies drive and throughout the year! Our adopted schools always put everything to good use.

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## October 24 – 26 , 2007 61st Annual Southwest Supply Management Conference

The 61st Annual Southwest Supply Management Conference dates are October 24-26, 2007. The conference is being held in Galveston, Texas, at the San Luis Resort. You are encouraged to make your reservations early as the host hotel is filling up quickly.

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.

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

For information about the Southwest Supply Management Conference visit [www.ismswscf.org](http://www.ismswscf.org)

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## News & Notes

By Gail Fuselier – Vice President

### In Sympathy

NAPM-Houston sends our deepest sympathies to the family of Buford Fendlason, C.P.M. who was a Lifetime Member and former President of NAPM-Houston. Buford passed away on June 3, 2007.

Condolences go out to Kim Wren, A.P.P. on the passing of her grandfather, Robert Earl Fox, Sr., on June 23, 2007.

### Congratulations

Congratulations to Paul A. Mitchell C.P.M, A.P.P. who has recently accepted a new position as Procurement Manager with Black & Veatch Energy here in Houston.

### It's A Girl!

Sharon Brauner, C.P.M., A.P.P. and hubby Ernie (one of our dinner meeting Registrars) have become grandparents for a third time by their daughter and son-in-law Shelly and Phillip Pesak:

Emma Marie Pesak was born on Friday, June 15, 2007 at 2:27 a.m. weighed 8 lb. 7 oz and 20" Long \* Emma is welcomed by big sister Shelby, 10 years old and 19 month old Brother, Jake.

If you have 'news' or 'notables',

### **Contact:**

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

## 2006 – 2007

### Perfect Attendance Recipients

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

Congratulations are in order for the following members on their perfect attendance for 2006 - 2007 program year.

**Clark Alexander, C.P.M.** - Williams Gas Pipe Line  
**Sarah Ansley** - OYO Geospace  
**Earl Boykin** - Mustang Cat  
**Sharon E. Brauner, C.P.M., A.P.P.**-MHMRA of Harris County  
**Larry Defuria** - Coffeyville Resources  
**Donald F. Formanek, C.P.M.** - Greene Tweed & Co.  
**Guy Humphrey, Jr., C.P.M.** - Epsco International  
**Matthew Meyer** - Hewlett Packard  
**Lin Peterson, C.P.M., A.P.P.**—Texas Children's Hospital  
**Steve Saunders, C.P.M.** – Hewlett Packard  
**Kathy E. Silverberg, C.P.M. A.P.P.** - Reef Industries  
**Michael P. Valant, C.P.M., A.P.P.** – Hewlett Packard  
**Katie York** – Hewlett Packard

Each year NAPM-Houston awards members with a gift for Perfect Attendance in May. To become a recipient of this award a Member must attend all seven ( 7 ) dinner meetings for the months of September, October, November, January, February, March and April.

This information is collected from the member by completing the attendance cards and returning them to the collection box at the end of each dinner meeting.

### Welcome Aboard!

NAPM-Houston Board of Directors welcomes:

**Hether C. Benjamin**, Executive Director, as interim Supply Chain Services at U T M.D. Anderson Cancer Center [hbenjamin@mdanderson.org](mailto:hbenjamin@mdanderson.org) for accepting the position of the Healthcare Buyers Group Chairman.  
And

**Ellen A. Aguirre, C.P.M., A.P.P.** also of UT M.D. Anderson Cancer Center [eanquia@mdanderson.org](mailto:eanquia@mdanderson.org) has accepted the position of Vice Chair.

### September 20, 2007

### 2008 Supplier Expo and Golf Tournament Planning Meeting

Please join us on Thursday, September 20, 2007 at 6:00 PM at the Sheraton Houston Brookhollow Hotel, 3000 North Loop West, Houston, Texas 77092 as Special Activities holds their first planning meeting of NAPM-Houston's annual Supplier Expo to be held on March 10, 2008 and our annual Golf Tournament and BBQ on May 22, 2008. We are looking for long term and short term volunteers for these fund raising events.

You are invited to attend! Come out and help us in this planning phase and enjoy dinner on NAPM Houston for your efforts. Dinner reservations are required. RSVP at

[napmhou@earthlink.net](mailto:napmhou@earthlink.net) by 5:00 pm, Tuesday, September 18, 2007.

**All interested volunteers are welcome to attend!**  
**Thank you for volunteering!**

### September 2007 Pre-Meeting: Meet Your Committees

All committees & GROUPS sponsored by NAPM-Houston will be participating in the traditional pre-meeting time slot from 5:00 p.m. to 6:00 p.m. Come visit with the committee representatives and learn about their respective committees. If you have questions or just want to express your thanks for their hard work and efforts, this is the time. If you are interested in volunteering, this is definitely your opportunity to find out what would be best for you! Volunteering provides a benefit to your association and your own personal growth Nobody loses! We have a place for you and you can make a difference!

Awards	Programs
Business Survey	Public Relations
Communications / Web	School Partnerships
Greeters	Special Activities (Golf Tournament)
Membership Activities	Healthcare Buyers Group
Professional Development	Supplier Diversity Group

### 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 September 11, 2007 dinner meeting for the months of June, August and September. You can make your reservations to attend at [napmhou@earthlink.net](mailto:napmhou@earthlink.net) by Thursday, September 6, 2007 by 5:00 pm to accept your certificate.

June	
<b>5 Years</b> Teena Bell Robert G.Mood, III Tom Pargac	<b>10 Years</b> Janell M.Cormier Nora E. Henson Veronica Lyne, C.P.M., A.P.P.
August	
<b>5 Years</b> Lorene M. Anguilar John Fischer Mike Jadick	John C. Ploetz, C.P.M. Jay B. Potter, C.P.M.
September	
<b>5 Years</b> Rick Coolman, C.P.M. Thomas p. Jasmin Jon Leiendecker Ronnie A. Mosier, C.P.M.	<b>15 Years</b> Dennis P. Van Gheluwe <b>20 Years</b> Kim L. Markland, C.P.M.
<b>10 Years</b> Randall A. Hazel, C.P.M. Steven Leatherwood, C.P.M.	

# NAPM - HOUSTON ECONOMIC REPORT

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

## ECONOMY GROWTH STABLE

### Sales and Purchases are the Leaders! Lead Times Weaker.

HOUSTON August 10, 2007 ----- Houston's economy remained relative constant and has stayed within 6% of the peak we saw in March, 2007 as measured by the PMI (Purchasing Managers Index), which was 60.6 for July. This is very close to the same as this time last year. Purchases were up for 43% of the respondents for the month and 91% of the companies noted that Purchases were up or the same. This is the same as last month, but the ups fell while the same rose. There is an indication of slowing here.

Employment was up or the same in 89% of the manufacturing operations. But there was a 2% shift to the same from down, but that is not anything to show any indication of changes in Employment levels. Total Sales for the month reports indicated a 4% increase in Sales up or the same from the prior month. Eighty-nine percent of the survey respondents reported sales increasing or the same with only nine percent reporting a drop in Sales for the past thirty days. That is what we have seen for a while. The Production component of the PMI indicated twenty-nine percent of our respondents with increases, while forty-three percent stayed level during July. This is a 7% increase from the previous month.

Employment in the Houston area remained strong with Forty percent of survey respondents increasing staff and only 11% of the participating firms reducing their employment manpower. Net Employment continues to remain strong with eighty-nine percent of those reporting maintaining a steady workforce. Prices had a strong shift from increasing 43% to remaining the same 49%, indicating a weakening here. Ninety-one percent of survey participants report prices up or the same. Several items are showing pressures on future price increases. Lead Times showed a unique shift of nineteen percent from the same with a 50/50 shift to up and down. 31% of the participating purchasers experiencing longer delivery times from last month, while eleven percent reported reduced lead times.

**Items in Short Supply:** Deck, spud and shale barges, Fab Shop Capacity; Valves; Glands, qualified staff, Plasticizer, IV Tubing, vaccines, Casting, Forgings and Stamping, Certain sizes of 4140 steel – Some sizes of Alum-bronze, We seem to be have above normal problems with service companies, Starting to see availability of products and services in most areas, Special Electrical connectors, everything seems available, None, No items at present, Qualified code welders, Metal goods, Shop Personnel, Large Valves; highly engineered fabrication, Steel Reels.

**Prices on the UP Side:** Tugs and barges, Plasticizer, Stabilizer, TiO2, Rubber Grade Stearic Acid, vaccines, Machine parts. Springs, bearings, stampings, An increase in Jones act vessels day rates, but not much, None, prices have leveled out, Liquid Caustic Soda, Hydrochloric Acid, KOH, Sulfuric Acid (dilutes), Nitric Acid, Sodium Bisulfate, Sodium Hypochlorite, and Mini-Bulk Solutions, Prices stable this month, Forklift batteries, Fabricated vessels, Copper, Experiencing less resistance to prices reduction request for electronic assy's.

**Prices on the DOWN Side:** PC and office equipment, computer components, Computers and parts, None, prices are steady, Natural Gas, Waste Disposal, Bottled Water, Large OD heavy wall seamless carbon pipe down slightly, SS looks like it is beginning to come down in price, None, Prices of energy still holding down.

	July 2007				Index 2005/2006 (9 months)								
	UP	SAME	DOWN	N/A	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY
Sales	54%	34%	9%	3%	28	18	30	42	38	45	38	36	46
Production	29%	43%	9%	20%	20	25	10	29	28	38	38	18	20
Employment	40%	49%	11%	0%	10	0	15	28	28	21	56	30	29
Purchases	43%	49%	9%	0%	30	7	50	38	48	52	31	52	34
Prices Paid (Major Purchases)	23%	66%	11%	0%	18	14	20	22	38	28	25	15	11
Lead Times (from Sellers)	31%	57%	11%	0%	38	14	25	54	24	24	22	18	20
Purchased Inventory	23%	34%	20%	23%	18	18	15	33	3	7	13	9	3
Finished Goods Inventory	20%	37%	23%	20%	-5	-11	15	4	-3	3	3	0	-3

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

NAPM – Houston	Aug06	Sep06	Oct06	Nov06	Dec06	Jan07	Feb07	Mar07	Apr07	May07	Jun07	Jul07
Composite PMI	61	60.4	62.2	58.9	55.4	61	64.8	62.4	63.4	59.4	61.0	60.6

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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Houston, TX 77215-1203

**Address Service Requested**

## **NAPM - Houston Welcomes New Members**

By: Katie York - Membership Activities Chairman

### **June New Members**

**Gerardo M. Acosta** - Hess Corporation  
**Blanca Duan** - Conoco Phillips  
**Will Chen** - Perfect Commerce  
**Elizabeth A. Chmiel** - NRG Texas, LLC  
**Melissa A. Doty** - Houston Wire & Cable  
**Damon C. Harris** - Harris County  
**Linda Holloway** - Fluor Enterprises, Inc.  
**Michael T. Keith** - BHP Billiton  
**Scott Stoker, C.P.M., A.P.P.** - Chevron  
**Tomeca Richardson** - Thermo Electron  
**Marilyn Mitchell** - BMC Software

### **August New Members**

**Mohamed S. Abdulla** - Zamil Company, Inc.  
**Bander Al Jabri** - Aramco Services Company  
**Faisal Atmalki** - Aramco Services Company  
**Martha (Niki) Anderson** - Kelsey-Seybold Clinic  
**Kristina Baldwin** - Aramco Services Company  
**Mahmoud Binsiddiq** - Aramco Services Company  
**Suzanne Breaux** - Thermo Fisher Scientific  
**David Burger** - Siemens Building Technologies, Inc.  
**Sherri Burke** - Aramco Services Company  
**Ricardo Castaneda** - NRG Energy, Inc.  
**David Cotlow** - Aramco Services Company  
**Sherry Cox** - Lyondell Chemical Company

### **August New Members - cont'd**

**Jesus De La Cerda** - BP America Inc.  
**Maria Angela Dreyer** - Unaffiliated  
**Vicente E. Ebong** - Marathon Oil Company  
**Jacklyon J. Edwards** - Aramco Services Company  
**Beryl (Gene) Frisbee, C.P.M.** - Schlumberger  
**Charles C. Gabriel** - Aramco Services Company  
**Stephanie A. Gutierrez** - Aramco Services Company  
**Reita Harshaw** - Lyondell Chemical Company  
**Norman Y. Ho** - Chevron Corporation  
**Sirrelida C. Johnson** - Aramco Services Company  
**Emily K. McKay** - NRG Texas  
**Matthew Ernest McMillen** - Veolia Environment  
**Carolyn J. Mitchell** - Aramco Services Company  
**Marilyn Mitchell** - BMC Software  
**Stephanie N. Parker** - Goodman Manufacturing Co., L.P.  
**Ava Parker** - Aramco Services Company  
**Glenda K. Parker** - Aramco Services Company  
**Donna Parmeson** - Aramco Services Company  
**Patricia D. Pavon** - Aramco Services Company  
**Terecita Pierluissi** - Avance, Inc.  
**Aaron Rankin** - Aramco Services Company  
**Dwayne Smith** - Aramco Services  
**Roland Tink** - Shell Oil Products - U.S.  
**Gloria D. Tubbs** - Aramco Services Company  
**Daron Whisman** - Memorial Hermann  
**Margret H. Wilson** - Aramco Services Company  
**Rick Wirth** - BP Energy Company

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### **September 2007 Dinner Menu**

Caesar Salad  
Chicken Parmesan  
Angel Hair Pasta with Touch of Herbed Oil  
Italian Vegetable Mix  
Italian Cream Cake  
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.