

Houston *Buyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

April 2008

UPCOMING EVENTS

April

- 8th NAPM-Houston Dinner Meeting
- 17th ISM Satellite Seminar "Supply Management's Role in Sustainability"
- 18 - 19th NAPM-Houston C.P.M. Review Seminar

May

- 4-7th ISM International Supply Management Conference – St. Louis, MO
- 13th NAPM-Houston Dinner Meeting
- 17th Career Services 1/2 Day Seminar
- 22nd NAPM-Houston Golf Tournament

Check out the details for all events

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

April 2008 Pre-Meeting

"Inter-Generational Workplace"

Presented By: Dan Coleman, C.P.M.

Baby Boomers, Gen X, Gen Y and the Millennials. They all contribute something to the workplace. But they bring different skills and needs, and interact in different ways. We'll discuss some of the aspects of the inter-generational workplace.

April 8th General Meeting

Rita Cardenas, C.P.M., A.P.P., CTM

Vice President, Sr. Relationship Manager
BMO ePurchasing Solutions

By Matt Meyer

"Supply Management in the Decade Ahead"

In 1998, a study unlike any other in the supply management field was released by CAPS Research, A. T. Kearney and Institute for Supply Management, entitled The Future of Purchasing and Supply: A Five and Ten Year Forecast. Nearly 10 years later, an evaluation of how these initiatives affected supply management reveals that many of the trends had a direct influence on propelling the profession forward, while others were less influential than expected. The keynote address will share the results of where we ended up and what are the critical supply strategies are for the future.



Rita Cardenas is a Senior Relationship Manager with BMO ePurchasing Solutions, managing top tier corporate card commercial accounts. BMO a top 10 Mastercard provider and issuer and is widely regarded as one of the most innovative, diversified and progressive financial services institutions in North America.

Prior to joining BMO, Rita was a Commodity Manager for Compaq Computer Corporation overseeing implementation of direct ship programs and sub-contract manufacturing. She also spent 10 years as the Purchasing Manager for the University of Texas M.D. Anderson Cancer Center. She has over 20 years of diversified experience in supply chain management encompassing the following industries; high-tech, medical, oilfield supply, engineering and retail. (Cont'd on Page 3)

Pre-Meeting: "Inter-Generational Workplace"

Presented By: 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 – Program

8:30 pm – Adjourn

Please RVSP for dinner meeting by Thursday, April 3rd at 5pm at napmhou@earthlink.net

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loberhoff@tecmag.com

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sharon.malkovicz@hp.com

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mnimon@mdanderson.org

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Consultant
dcolema1666@earthlink.com

Kim Wren
Amegy Bank
kim.wren@amegybank.com

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Swift Energy Operating, LLC
joannprazak@yahoo.com

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Williams
edward.m.wahowski@williams.com

MEMBERSHIP

Edward M. Wahowski
NAPM-Houston, Inc.
edmw1@alltel.net

PROFESSIONAL DEVELOPMENT

Bruce Bernhoft
Woodforest National Bank
bbernhof@woodforest.com

PROGRAMS

Matthew Meyer
Hewlett Packard Company
matthew.meyer@hp.com

PUBLIC RELATIONS

Narcy Wimberley, C.P.M., B.B.A.
Friedkin Business Services
nwimberley@fbssvcs.com

Special Activities

Hector "Herman" Gutierrez, C.P.M.
Petrobras Americas, Inc.
hgutierrez@petrobras-usa.com

PRESIDENT'S MESSAGE



For many years the month of April has been designated Past President's and Election month. It is a time to honor and remember the 86 Past President's who served PMA, PMAH and now NAPM-Houston as they gather for a night of reminiscing, visiting with old friends and meeting new members and announcing the results of the Election for who will become one of our future Presidents.

As a member of NAPM-Houston for over 24 years, I've had the opportunity to meet many Past Presidents while attending Past President's night and other Past President's events. It has been a pleasure to know many of them, to have served on the Board of Directors under their direction and leadership and to have had several Past Presidents serve on the Board of Directors during my term as President.

In June, I will be honored to join them as a Past President. I encourage you to consider the opportunity to become more involved in NAPM-Houston. Join a Committee, go through the Committee Chair positions, become a Director and then Vice President and President. Presidency of our highly respected and quite large Volunteer organization is a rewarding experience and an opportunity of a lifetime.

I remembered Kimen V. Metzger, C.P.M. our 2001-2002 President, interviewed several Past Presidents for their comments on their experiences as a President. I made inquiries of my own. Below are their messages.

President 1982 – 1983 - Errol Kramer, C.P.M., CPPB

"I was President in 1982 - 1983. The 62nd Installation of Officers was held at the Warwick Hotel. We used to have our Association Christmas parties there also. We had over (900) membership and met at the Shamrock Hotel on South Main. We were the largest in Dist. II and fourth largest in the nation. What an experience that was. The next year, 1984, was when the bottom fell out of the Houston business market, NAPM-Houston membership fell to (450). I was working at WKM (a valve manufacturer) at the time. Even I got laid off and had to go looking for a new job. That's how I ended up at Bettis in Waller, TX. Of course, jokingly, everyone blamed me. After the year as President, I could take any kind of treatment, so I survived. I guess the President position made me a stronger individual. I would go as far to say that EVERY NAPM position in the Association will help make one a BETTER person. We got to go to Las Vegas that year for the National Conference. That was a first. I was glad we had Glen Hudson along, he knows how to buy booze, cheap. We hosted a Hospitality Suite. That location was discouraged for a long time as many thought it was 'not professional'. It was great. I remember our theme for the year was: "LET'S MAKE IT HAPPEN". I feel that we did just that!"

Retired and still living in Missouri City, TX.

President 1994 - 1995 * Doug Miller, C.P.M.

"What I remember most about my year as President are two things: One, how honored I felt to lead the organization that professionally represented my chosen line of work and counted among its members so many individuals whom I had held in such high regard for so many years; and two, the level of support I received from so many during my presidential year. To be president of NAPM was one of the highest honors of my working life; it was indeed a pinnacle for me".

President 2001 - 2002 * Kimen V. Metzger, C.P.M.

"Growing professionally and personally along side friends in NAPM Houston has been a pleasure and an honor. There wasn't a moment I'd change and I'd do it all over again. It makes me feel proud to watch new members grow their leadership skills too and know that maybe in some small way, I may have helped".

President 2002 - 2003 * Camillia D. Ward

"Being President of NAPM-Houston for 2002-2003 was one the most exciting and scary times of my life. I was honored to be elected and hoped I would be able to guide the association in a positive direction. I was fortunate to have an excellent group of people on the board and committees that made my term a pleasant and rewarding experience".

(Cont'd on page 3)

Satellite Seminar

By: Dora Valdez, Pro-D Vice Chairman and
Satellite Coordinator

April 17, 2008

“Supply Management's Role in Sustainability”

Hosted By **Aramco Services Company**

The topic of "sustainability" has leapt into corporate boardrooms, raising questions of the company's social responsibility and environmental practice, policies and decision-making. Questions find their way to supply management and challenge us to explore how our suppliers are dealing with sustainability. The program looks at sustainability elements in contract language, supplier audits, regulations, reporting requirements and compliance. It will also cover how to keep upper management informed on sustainability — and the supply manager's role in addressing these issues.

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.

President 2004- 2005 * Mike Valant, C.P.M., A.P.P.

"I was very honored at the opportunity to serve our industry from the position of President of NAPM-Houston and contribute to an organization that has done so much for the Procurement Profession.

The most notable item is my own growth due to the experiences and different opportunities presented while serving. More so watching the various officers and committee chairs mature professionally due their involvement and exposure to the experiences available no where else".

President 1996 - 1997 * Daniel Coleman, C.P.M.

"It's the friendships and fellowship that stand out as I look back over 15 years of membership and service to NAPM-Houston. The hours spent in round-table discussions at workshops, solving the problems of NAPM and the world at large. We learned as much about budgets and leadership as we did purchasing! That and the knowledge that we really did improve the skills and abilities of others. Those opportunities exist still at NAPM-Houston, today."

President 1997 - 1998 * Walter Hattox, C.P.M.

"Being President of NAPM-Houston was an honor that I will always remember. The group of volunteers I had the privilege of leading made things go smoothly through my term in office. The association's strength is in its volunteers' willingness to do what needs to be done. The effort they put forth is what makes the association so great."

President 2000 - 2001 * Sharon Malkovicz, C.P.M.

"To get the most out of your membership with NAPM-Houston volunteer to help with a committee. The benefits you will receive would far out weigh the work involved." You don't have to be president to make a difference but you might take a moment to thank those who did. Former District Two Public Relations Chair and various committee positions with PMA / NAPM – Houston 1990 – 2000.

President of NAPM / ISM-Florida's First Coast 2004 - 2006 - Lu Bergstrand, C.P.M. , CPIM, A.P.P.

By now, the most oft repeated word you have seen in these interviews is "**HONORED**" to have been elected to serve. That, along with the consensus of appreciation for the team that was on the board during these terms and some note of the long established friendships that have evolved from each of these President's commitment and one starts to get the gist of why anyone would dedicate so much of their time, energy and passion to a volunteer leadership position. Some of my life long best friends came from the common bond of our professional affiliation. I am proud to be able to say that Kimen Metzger and Laurie Oberhoff are two of those closest to me and there are several others that I still enjoy having a bond with. Sometimes as the mentor, often as the student -- and in fact -- literally as the student of Errol Kramer and Doug Miller through the years -- eager to learn and share knowledge, ideas and camaraderie. I now enjoy passing many of these lessons on to the new and enthusiastic young board I feel I have helped recruit and groom here in Northeast Florida. So many of those lessons, having come from my cherished time in Houston. Honored? Indeed !! Honored to have served with and for many of these Past Presidents. Honored to be asked for my two cents in Laurie's communication. Honored to be able to take what I have learned and coach others so that their time may go just a tad more smoothly Enjoy another 86 years and Thank You NAPM - Houston!!

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

Laurie Oberhoff, (2007/2008)
President , NAPM Houston
loberhoff@tecmag.com

April 8th Dinner Speaker

Rita Cardenas Biography (cont'd from page 1)

Rita is a long-standing member of the National Association of Purchasing Management (NAPM), previously serving on the Board of Directors of ISM and Director of the Southwest Supply Chain Forum, Chair of the Minority Business Group and currently serving as an ISM Spokesperson. Rita is a Certified Toastmaster (CTM), holds lifetime C.P.M., A.P.P. certifications, BS from Stephen F. Austin University and an Executive MBA from Houston Baptist University.

Given Rita's extensive procurement experience, she has the opportunity to share her insight about the corporate card environment and it's evolution into the e-commerce domain.

Attention All Members!

Is your membership information current on our Master roster?

Have you been informed by receiving up-to-date NAPM - Houston e-blast?

Routinely two e-blasts are sent each month. An Upcoming Events and General Meeting RSVP reminder notice.

Is your e-mail address still listed as **@Houston.rr.com** on our Membership roster?

Did you remember to add napmhou@earthlink.net e-mail address to your address book to continue to receive information keeping you informed via e-blasts?

Update today! E-mail your Membership changes to napmhou@earthlink.net, in the **Subject Field: Membership Update**. Thank you, for helping us to keep you informed!

Update! Student Paper Competition

The Student Scholarship Program Research Paper Writing Competition is off to a good start. Phillip Ellison received a good number of judges and hopes to be contacting them shortly. The University of Houston - Downtown Professors, Gary L. Stading, Ph.D. and Dr. Jeff Adams anticipate completing their preliminary reviews by mid-April and submitting the top five (5) papers to NAPM-Houston by late April. Once they are received, Judges be ready! Our goal is to have the papers judged and Scholarships awarded at the Tuesday, May 13, 2008 Dinner meeting.

NAPM - Houston Inc. Officer Election

By: Mike Valant C.P.M. Immediate Past President

Please take one minute and vote today!!! Support our great organization.

The election of new officers for the 2008 – 2009 Program year will end immediately before the April 8th, 2008 Dinner meeting. NAPM – Houston membership will be electing the position of Vice President and one Local Director to begin their term of office for 2008 – 2009 beginning June 1, 2008.

The final submission of ballot's must be just before the April 8th General Meeting.

Vice President Candidates:

Jo Ann Prazak, A.P.P. – Swift Energy
Kim Wren - Amegy Bank N.A.

Local Director Candidates:

Dora A. Valdez - Aramco Services
Narcy Wimberley, C.P.M.,BBA - Friedkin Businesss Services

Ballots will be available to each regular member of NAPM-Houston. Member's will be able to vote on line at www.napmhou.org or down load the ballot from the NAPM-Houston website and mail or submit to the ballot box prior to the April 8th General Meeting. Ballots will be available at the meeting to complete with validation of your ISM membership.

Mike Valant – Immediate Past President 2007 – 2008

Congratulations to all N.A.P.M. – Houston, Inc. 2008 Supplier of the Year, Inside and Outside Salesperson of the Year Award Winners

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

It was a sincere pleasure to present the awards for the 2008 N.A.P.M Houston Supplier, Inside Salesperson, and Outside Salesperson of the year at last months General Meeting on March 11th. The nominees were nominated by NAPM members who work with the nominees and want to show their appreciation. Please join me in congratulating the 2008 winners:

- Supplier of the Year: **Jeana Wilson** - OfficeMax
- Inside Salesperson of the Year: **Andy Bauml** - Puffer Sweiven Corp.
- Outside Salesperson of the Year: **James W. Hoffman** - Athena Manufacturing, LP.

Congratulations to the following C.P.M. Recipients!

Faisal Ateeq Al-Malki, C.P.M.	Aramco Services Company
Francis F Bocchino, Jr., C.P.M.	Baylor College of Medicine
Ralph E DeLong, C.P.M.	Waste Management
Timothy Charles Dooley, C.P.M.	Shell Info Tech International
Linda S. Grant, C.P.M., A.P.P.	Chevron
Derrell Jones, C.P.M.	Domco Products Texas LP
James Aaron Rankin, C.P.M.	Aramco Services Company
Erin Tisdell, C.P.M., A.P.P.	Amegy Bank
Gloria Tubbs, C.P.M.	Aramco Services Company
Robert Karl Volkmann, C.P.M.	Aramco Services Company

May 17, 2008 Saturday Career Services 1/2 Day Seminar

Sponsored By N.A.P.M.-
Houston's Career Services
Committee

Topic: "Business & Job
Environment / Working with a
Recruiter"

No Cost Seminar

Please confirm your attendance to
Jonathan Heath, Career Services
Chair, NAPM Houston via email at
napm.career.srvs@gmail.com

Time: 8:30 A.M. - 1:00 P.M.

Location:

CRG / Allsteel Distribution Center
7108 Old Katy Road, Suite 150
Houston, TX 77024

Agenda:

8:30 am Continental Breakfast &
Welcome
9:00 am Business & Job
Environment
10:00 am Break.
10:15 am Working with a
Recruiter
11:15 am Financial Preparation
Management
12:15 am Box Lunches and
Informal Q&A

WANTED!! C.P.M. Study Guides

By: Susan Espree, C.P.M

Congratulations on receiving your
C.P.M.!

We are looking for a few good
books! If you or someone you
know has used **C.P.M. Study
Guides** and would like to recycle,
loan or donate them, please
contact. - IKEA Trading Services,
Inc. at
susan.espree@memo.ikea.com
Thank you.

C.P.M. Review

By: Carleen Glasgow

Friday, April 18 and Saturday,
April 19, 2008

Presented By: Dr. Russell Morey,
C.P.M.

Hosted By :

Aramco Services Company
9009 West Loop South
Houston, Texas 77096

Registration Fee:

Members - \$50.00/day (\$100.00
both days)
Non-members - \$75.00/day
(\$150.00 both days)

Fees include Module Books &
Study Questions, Continental
Breakfast & Lunch

Registration Deadline: All
payments and registration forms
must be received no later than
Wednesday, April 9, 2008.
Handouts cannot be guaranteed if
registering after the deadline.

Make checks payable to:
NAPM - Houston, Inc.
Mail checks to:
NAPM - Houston, Inc.
PO Box 771203
Houston, TX 77215-1203
Email or Fax Credit Card
Information to: NAPM-Houston,
Inc. Fax # (281) 494-0822.
Email: edmw1@alltel.net

Archives Roundup and Spring Cleaning

By: Laurie Oberhoff, President

Spring is in the air and a time to
collect items for our Archives.
Clean out those home/office
closets, garages, living rooms, file
cabinets or wherever you may
have any NAPM-Houston
materials.

As a Past President, Standing
Committee Chairman, Committee
Chairman or Member there could

be items, documents and/or
memorabilia sitting around and
could be of use to our present or
incoming Board members or in our
Archives.

The Board of Directors will be
working to collect items for our
Archives beginning at the April 8,
2008 Past President's General
meeting and the May 13, 2008
general meeting. Please bring
your archival materials and items
to a dinner meeting, contact a
board member;
www.napmhou.org/officers.htm or
www.napmhou.org/Committees.htm
or myself at
loberhoff@tecmag.com if you have
questions or items for the Archives
Roundup.

"Experience Counts" Supplier Diversity Buyer Group

By Rose Berberian

During Supplier Diversity Month,
we decided to get the members
engaged in conversation by
presenting them with a business
case study. We used a real life
scenario that involved a small
business and a potential
multimillion dollar contract. The
members were given a brief
synopsis of the project and were
asked to discuss the details in
groups and come up with the
"best" solution. The responses
varied and they were all valid and
enlightening. The differing points of
view on the case from the
seasoned purchasing
professionals made for a great
discussion. The discussion was
even more meaningful to the
student members who were
attending from the University of
Houston and the University of
Texas.

NAPM – Houston, Inc. Welcomes Our Newest Members!

By: Mike Valant APP, CPM, Immediate Past President

March 2008 New Members - 27

Joseph C. Aleman	Dresser, Inc.
Jennie Banta	Chevron, Inc.
Pamela Collins	Oxy
Oscar Combs	Nabors
Christopher Davis	
Steven Go	Total
Ian Harker	BP
Renard Hayden	BP
Krista Dianne Henderson	Thermo-Fisher Scientific
Bob Hughes	Plains Exploration & Production Co.
Ami Leizear	Chevron USA
Charlita Marrs	Rice University
James Poepsel	
Alberta Scott	Hewlett Packard
Connie Thraillkill	BP
Johnny Velasquez	Sulzer
Eryck Walker, CPM	El Paso

Texas A&M University New Members

Amanda Bekele
Lauren Fossum
Alyssa Gresham
Vincent Kubeczk
Mitch Lancaster
Tamara Lopez
Martin W. Narendorf, III
Brittany Scott
Riley Tiller

University of Houston – Downtown New Members

Daniel Sylvester

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 upcoming April 8th, 2008 NAPM Houston general meeting. You can make your reservations to attend and accept your certificate at napmhou@earthlink.net by Thursday, April 3rd, 2008 by 5:00 pm.

April Tenures
5 Year
Carla A. Reeves-Borgman
Ronald L Spencer, C.P.M., A.P.P.
15 Year
Dean M. Hickman

Wanted! Company Coordinators

By: Laurie Oberhoff, President

NAPM - Houston needs a few minutes of your time to make a huge impact. As a Company Coordinator, you would be the person to keep the NAPM - Houston members in your company informed, involved and updated. Company Coordinators are for companies who have two (2) or more NAPM Members. This is a short simple task requires you to be the liaison between NAPM Houston and your internal members by keeping them informed about news and events, seminars, Plant tours, Invoice Dues notices/payment, RSVP for dinner reservations reminder and NAPM -Houston Communications reaching members we are unable to reach through our two (2) monthly e-blasts.

It only requires a few minutes each month to forward an e-mail message internally or send in membership changes, a phone number, change of address, job change, promotions, etc.

If you are interested, please send an e-mail to Laurie Oberhoff @ loberhoff@tecmag.com and enter in the **Subject Field: Company Coordinator** or give me a call at (713) 667-8747.

Thank you for Volunteering a few minutes of your time!

James O. Cox Outstanding Member Award

By: Marian Nimon

Annually, NAPM Houston recognizes a member who performs outstanding service to NAPM Houston, exemplifying professionalism both on the job and within the community. In 1953 the "Outstanding Member of the Year Award" was created to acknowledge the accomplishments of this person and in 1972, it became known as the "James O. Cox Outstanding Member of the Year Award."

A nominee for the James O. Cox Award must be a regular member of NAPM-Houston, Inc. for a minimum of ten consecutive years, must have served either as a voting member of the Board of Directors for at least 2 consecutive years or been Chair of a committee or combination of committees for at least 3 years. If a voting board member, he/she must have attended at least 7 of 10 board meetings in the same year. A sitting President is not eligible for this award during their presidential year. The nominee must have a.) demonstrated leadership and managerial capabilities, b.) performed their assigned tasks, and c.) attended a majority of the General Meetings.

Nominations for the 2007 – 08 James O. Cox Award will be accepted through the General Meeting on April 8, 2008. A nomination form is posted on the association's Website at www.napmhou.org, or may be obtained by contacting Marian Nimon, C.P.M, at 713-745-8352 or mnimon@mdanderson.org.

2008 NAPM Golf Tournament

Thursday May 22, 2008



Cypresswood Golf Club
21602 Cypresswood Drive
Spring, Texas 77373

Registration: 8:00 AM
Shot-Gun Start: 9:00 AM
BBQ Meal: 2:00 PM

BBQ Lunch - Contests - Awards - Door Prizes

Visit us at www.napmhou.org

Or just follow the link: [GOLF TOURNAMENT & TRADE EXPO](#)
Where you will find the Players and Sponsors Registration Forms

Come ready for the April 8 Dinner Meeting:

- To buy sets of 3 Raffle Tickets for \$5.00
- Register Players \$125.00 per Player or \$450 per Team
- Register as a Sponsor
- You can also donate golf balls and/or any other gifts that we can include in the Raffle

NAPM - HOUSTON BUSINESS REPORT

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

HOUSTON ECONOMY REBOUNDS SLIGHTLY Purchases, Production and Purchase Inventory up for month!

HOUSTON February 10, 2008 ----- The Houston Purchasing Manager's Index rose slightly in February to **55.7** from January's **52.4**. This indicates that production in the Houston economy is likely to increase over the coming three to four month's. The February reading is near the PMI number for November. A reading above 50 is a sign of a positive outlook. The PMI has a possible range of 0 to 100 and anything over 50 indicates 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 February numbers showed a modest increase in the Purchases and Production. Purchases rose 9%, with 21% reporting higher activity for the month. Production was up for 6% of our respondents to 21%. Purchase Inventory also came up 4% to 24%. Sales improved 3% overall from 35% to 38% moving down along with all of the categories except a couple. Only Finished goods Inventory falling 7% and Major Prices Paid falling 3% saw declines from the previous month. Six of the eight categories rose in February of this year. Houston seems to be bucking the national economic downward trend.

December is the 62nd consecutive month that the Houston PMI has been above the neutral mark of 50 and there have been 11 months since the end of 2004 to post a reading below 60. Over the 12 months ending in January, 08, the Houston PMI has averaged 58.39. Still above the 57.1 average since it was introduced in January 1995.

Items in Short Supply: Qualified technical personnel with industry experience, Vaccines, Processors – speeds can't keep up with demand, 7" N-80 LTC casing, Baldor / Reliance Electric Motors, Specialized Electrical Components, Metal Valves, Specialty electronic connectors, Electronics, Can get it if you can wait or pay higher price.

Prices on the UP Side: Steel ingot and plate is up again, affecting pipe, shapes, fabricated and cast items. Scrap prices are consistently higher than a year ago, Fuel, spare parts for equipment, Vaccines, gasoline, OCTG, casing and tubing, Paper prices increased in February due to higher energy costs, increased demand and decreased production, hot rolled sheet steel prices continue on rise, Diesel prices causing increase in freight costs, Any steel product is now increasing and will have price increases over the near term. No end in sight, Plastic Tanks, FRP Pipe, Valves & Fittings, Carbon Steel, Fuel, Contracts with Asia due to dollar devaluation, Semiconductors, connectors, TYCO, Analog Devices, Altera, & More!, Carbon steel, 2" – 6" carbon steel pipe up \$200/ ton, 18" – 48" up \$300/ ton, in just one month. European mills up 20% with more increases coming

Prices on the DOWN Side: Consumer Electronics; inventory homes from builders, Medical equipment due to quantities purchased for our expansion, Memory modules, Diesel fuel continues to drive up prices, Marine equipment, tugs & barges. PCs and office equipment, DRAM memory prices holding.

February 2008

	UP	SAME	DOWN	N/A
Sales	38%	45%	14%	3%
Production	21%	45%	17%	17%
Employment	21%	66%	14%	0%
Purchases	38%	48%	14%	0%
Prices Paid (Major Purchases)	38%	55%	7%	0%
Lead Times (from Sellers)	28%	69%	3%	0%
Purchased Inventory	24%	38%	7%	31%
Finished Goods Inventory	14%	52%	17%	17%

Index 2007 (9 months)

	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB
Sales	36	46	37	33	38	17	15	14	24
Production	18	20	29	18	38	17	3	0	3
Employment	30	29	17	17	29	14	6	6	7
Purchases	52	34	43	36	17	28	6	0	24
Prices Paid (Major Purchases)	15	11	11	24	42	14	9	31	31
Lead Times (from Sellers)	18	20	23	21	25	34	21	6	24
Purchased Inventory	9	3	14	0	8	0	6	11	17
Finished Goods Inventory	0	-3	3	6	0	14	6	6	-3

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

NAPM – Houston	Mar07	Apr07	May07	Jun07	Jul07	Aug07	Sept07	Oct07	Nov07	Dec07	Jan08	Feb08
Composite PMI	62.5	62.5	58.0	60.2	60.8	59.3	58.6	61.9	56.0	52.8	52.4	55.7

A reading above 50 indicates that the Houston economy is generally expanding; a reading below 50 indicates that it is generally contracting.

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N. A. P. M. - Houston, Inc. is an affiliate of the Institute for Supply Management

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Past Presidents





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

Address Service Requested

April 2008 Dinner Menu

Garden Green Salad

Crawfish Etoufee

White Steamed Rice

Potato and Okra Hash

Texas Pecan Pie

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.