

Houston *Blueprint*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

January 2008

UPCOMING EVENTS

January

8th NAPM-Houston Dinner Meeting

February

7th ISM Satellite Seminar "Market Intelligence for Supply Professionals"

12th NAPM-Houston Dinner Meeting

Check out the details for all events

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

January 2008 Pre-Meeting

Mike Valant C.P.M. Chair of the business survey committee will discuss the monthly NAPM Houston Business Survey.

January 8th General Meeting

Robert J. Engel, C.P.M.

National Director of Client Service,
Resources Global Professionals

By Matt Meyer

"Building a Best In Class Supply Chain Organization"

One of the gratifying trends in supply chain management is that most companies are actively realizing the importance of their supply chains. The positive impact is that as supply chain professionals, we not only can achieve saving money for our company but also be a participant in improving company performance, effectiveness, and efficiency. Many companies and supply chain organizations, in fact, have begun taking steps to move towards implementing philosophies, methods, and processes that would be considered "world class or best practice". Supply Chain organizational leadership is now challenged with taking the reins to lead their organization to new levels of achievement.

Here are 10 fundamental supply chain initiatives that we believe are key for building a best of class supply chain organization."



Bob Engel was an original founder of The Procurement Centre, a company that specialized in Staffing, Project Services, and Training for Supply Chain Organizations. The Procurement Centre was acquired by Resources Global Professionals in October 2002 and Bob is currently National Director of Client Service for the Supply Chain Management practice. (Cont'd on page 3)

Pre-Meeting: NAPM-Houston Business Survey, Mike Valant, 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 – "Building a Best In Class Supply Chain Organization" Presented By: Bob Engel, C.P.M.
8:30 pm – Adjourn

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

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PRESIDENT'S MESSAGE



While relaxing during the holidays, I started thinking about how lucky and thankful I am to be living in the USA, the land of opportunity and the freedom to choose.

America has a multitude of opportunities; get an education, career or profession; drive or fly, begin work at 7:00, 8:00 or 9:00 am at an employer or a home office, play a sport, volunteer with scouts, a hospital, the PTA, a professional or non-professional organization, a support group, a disaster relief organization or fund raisers in your community.

Freedom to choose, an unlimited selection to choose from; the freeway or the toll way, a religion, freedom of speech, paper or plastic, a brand of clothing, size of your home, a college or university, a partner, a friend, where to live, which automobile to drive or a favorite beverage. Choose a hair color, a size of television, cell phone service, an electric company, brands of coffee, our style of wardrobe, types of food and times and places we can eat them.

What would we do if we were restricted or limited? Told what to do, when to do it, how to do it or that we can not do it? The time is now to take advantage of our freedom and land of opportunities. We are spoiled and we are happy.

So I ask, why not spoil yourself even more? As NAPM - Houston begins a new year of opportunity and freedom to choose, choose to spend some of your time to be involved in your professional organization by continuing your education, attending our seminars, dinner meetings, events and by volunteering some of your time. Become involved and be proud that you are involved in the 5th largest ISM Affiliate worldwide. N.A.P.M. - Houston with a current 825 members; has more members participating than ISM China, ISM France, ISM Korea and the Canadian Institute of Supply Management. Are we proud? Yes!

NAPM - Houston volunteers work hard for you as members. We get personal satisfaction from the quality of our programs, while watching as our talents impact the development of NAPM-Houston. Many of us have made great friendships that have formed by working side-by-side and we have fun! Come and join the family of volunteers in 2008 and become an active part of your organization. We welcome you!

Contact me, loberhoff@tecmag.com I will assist you in a volunteer opportunity to fit your interest and schedule and become a part of NAPM-Houston's continued growth and success.

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

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

SAVE THIS DATE!

THURSDAY, MAY 22, 2008

GOLF TOURNAMENT

Visit us at www.napmhou.org

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

Satellite Seminar February 7, 2008

“Market Intelligence for Supply Professionals

Hosted By Aramco Services Company

What is market intelligence? How can it be used in strategic sourcing? What should you consider when building a market intelligence program? Many companies are finding that information is a critical component of the sourcing process. How much they know about their suppliers and the market helps not only in negotiating, but in controlling costs and determining project success. This program will look at where and how to obtain information and how to use it to achieve success.

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.

James O. Cox Outstanding Member Award

CALL FOR NOMINATIONS 2007 - 2008

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.

Bob Engel Biography (cont’d from page 1)

Bob has been in the supply chain profession for over 35 years, and has worked for both Fortune 100 companies as well as private companies. During his professional career, he has held various positions within supply chain management and his responsibilities included procurement, materials management, logistical activities, and contract management for both domestic and international functions. On two separate occasions, Bob was responsible for starting and implementing a supply chain function.

Bob has conducted training and workshop seminars for clients as well as numerous Institute for Supply Management (ISM) and APICS entities .He presented various subjects at 2003, 2004, 2005, 2006, and 2007 ISM International Conferences as well as conducted numerous seminars and workshops for various ISM district and local affiliates. Bob is a practitioner and his knowledge and experience of supply chain management, coupled with his presentation skills, has provided valuable insight and information for supply chain professionals in all industries.

Resources Global Professionals is a publicly traded company (NASDAQ) and specializes in providing professional services for the service lines of Finance and Accounting, Human Capital, Information Management, Supply Chain Management, Audit Solutions, and Legal Services.

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/forms.htm>

2008 “Supplier of the Year, Inside and Outside Salesperson of the Year Awards”

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

Each year in N.A.P.M.-Houston, the month of March is declared “Purchasing Month.” During the months of January and February, our Awards Committee Chairman encourages each member to submit a nomination for their Supplier of the Year, Inside Salesperson of the Year and/or an Outside Salesperson of the Year. A nomination for all three categories is not necessary, but greatly appreciated. Please start thinking about who you know that would be a candidate for any of these awards. You can nominate somebody by filling out the appropriate form on the NAPM website.
<http://www.napmhou.org/forms.htm>

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 helping members attain advancement opportunities. In November NAPM Houston gave out its first career advancement award to Steve Saunders C.P.M., who had recently taken a career advancement opportunity with another company in the Houston area. Steve gladly accepted his certificate during the awards announcements and admitted that the knowledge and contacts gained from his NAPM membership played an important part in achieving this new career opportunity. Please join us in congratulating Steve on his recent accomplishment.

If you have recently made a positive career progression either with an internal promotion or accepted an advancement opportunity with another company and would like to be recognized, please fill out the new Career Advancement Award form available on the NAPM Houston Chapter.
<http://www.napmhou.org/forms.htm>

Come and get your Supplier Diversity Diagnosis

Don't Flatline



Supplier Diversity Health Fair
“What is your SD Diagnosis?”
February 12, 2008-at the Pre-Meeting

Come out for a Diagnosis and Prescription!

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 January 8th, 2008 dinner meeting. You can make your reservations to attend and accept your certificate at napmhou@earthlink.net by Thursday, January 3, 2008 by 5:00 pm.

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.

N.A.P.M. - Houston Congratulates the following C.P.M. Recipients!

Sarah Ansley, C.P.M., Purch Mgr, OYO Geospace
Melvin E Davis, C.P.M., Proc Mgr Americas, Shell Oil Co.
Diane M de Benedictis, C.P.M., Sr Auditor Internal Audit, IKON Office Supplies
Megan M Dieckmann, C.P.M., Sr Buyer, Thermo Electron Inc.
Stephen Epstein, C.P.M., Pres, Epstein Brother Inc.
Markham Granville, C.P.M., Purch Spec, Shell Info Tech Intl.
John L Konen, C.P.M., Purch Mgr, TETRA Tech Inc.
Debra McCray, C.P.M., Sr Proc Analyst, Shell Oil Co.
Julie D Morell, C.P.M., Sr. Buyer, Bayer Material Science LLC
Anthony L Petty, C.P.M., Proc Spec, Chevron Corp.
Lorraine Renfrow, C.P.M., Proc Spec, Shell Info Technology Intl., Inc
Brent Shinall, C.P.M., VP Global Supply Chain, Helix Energy Solutions
Roland R Tink, C.P.M., Proc Mgr, Shell Oil Products US

JAMES O. COX OUTSTANDING MEMBER AWARD NOMINATION FORM

This form must be completed and returned with all the necessary information and/or backup material in order nomination to be valid. Attach separate sheet(s) if needed to list additional qualifications. Be sure to sign nomination.

NOMINEE: _____

Member Since : _____

I. GENERAL PARTICIPATION

Indicate Yes or No to the following:

- . Attends more than half of the nine (9) General Meetings _____ Yes _____ No
- . Attends fund raiser(s) regularly? _____ Yes _____ No
- . Is able to attend District or National Conferences _____ Yes _____ No
- . Holds a Purchasing certification? **A.P.P.** _____ Yes _____ No **C.P.M.** _____ Yes _____ No
- . Adheres to the highest professional ethics? _____ Yes _____ No
- . Exhibits exemplary personal conduct? _____ Yes _____ No
- . Has performed a series of tasks for the Association well? _____ Yes _____ No
- . Other? (identify) _____

II. SERVICES RENDERED

Indicate the activity and year the service was performed:

* Has Nominee held one or more of the following Board Positions? (check all that apply and show the year):

_____ President _____ Vice-President _____ Secretary _____ Treasurer
 _____ Director For National Affairs _____ Local Director (2 yr term) _____ Director-At-Large

* Has Nominee been a Standing Committee Chair (select committee(s) with number of years served)

_____ *MAC* _____ *Public Relations* _____ *Programs* _____ *Pro-D* _____ *Special Activities*
 _____ *Communications/Web*

* Has served as a Chair or Vice Chair of a Regular Committee (name committee[s] and year held)

<u>Committee</u>	<u>Chair</u>	<u>Vice Chair</u>	<u>Member only</u>	<u>Year(s) Served</u>
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

* Active at *District*/Forum level? (Attach separate sheet if needed) _____ *Position* _____ *Year*

* Active at *National* level? (Attach separate sheet if needed) _____ *Position* _____ *Year*

* Has Nominee received any of the following awards. (Identify award(s) which apply with year received)

Billie Sommer New Member _____ Year **District Person of the Year* _____ *Position* _____ Year
Cosgrove Award _____ Year *Shipman Medal* _____ Year

Other: (identify) _____

If Nominee has written/published related articles at National or other major publication, local newsletter, copies of the Publication(s) must accompany this nomination form. Provide a written statement as to why your Nominee is particularly deserving of this award. Use additional sheet(s) if necessary.

III. ELIGIBILITY

Nominee must be a REGULAR member of NAPM-Houston, Inc. for a minimum of ten (10) 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. *The sitting President is not eligible.* Nominee must have a.) demonstrated leadership and managerial capabilities, b.) performed their assigned tasks and c.) attended a majority of the General Meetings.

Nominated by: _____ Date: _____

Submit this completed form (with required additional information) to Marian Nimon, C.P.M., Chair, James O. Cox Award by **April 8, 2008**. You may email to mnimon@mdanderson.org - fax to (713) 745-5814 - mail to Marian Nimon, C.P.M., The University of Texas M. D. Anderson Cancer Center – Unit 546, PO Box 301439, Houston TX 77230-1439, OR hand deliver at an upcoming general meeting. Questions should be addressed directly to Marian at (713) 745-8352 or email at the above address.

NAPM - HOUSTON ECONOMIC REPORT

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

Houston Economy Slowing Production and Prices Paid Slowed

HOUSTON December 10, 2007 ----- The Houston Purchasing Managers Index fell to 57.8 in November from 62.5 in October. This suggests that the Houston Economy may be beginning to follow the rest of the country slow down. This reversal suggests the potential for moderately lower levels of regional production over the remainder of this year and into early next year. A reading above 50 is still 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 November data was marked by a sharp shift in Major Prices paid, which fell from 46 to 24. Production fell from 50 to 34 among the respondents. There was also a fall in Sales to 38 from 50.

Employment also fell by 7 percent for the month. Purchases and Lead Times were both up 8 percent to 33. Inventory only gained 3 percent for the month. Purchased Inventory remained at the same level for November at 21.

Seven of the eight categories fell for the first time this year enforcing the weakening economic outlook. Employment looms weaker at 17 down 7 percent. Lead Times showed a very little change over the month, while Finished Goods Inventory rose 3 points to 6%. Employment is slowing, with only 31% of our respondents adding staff in November and 17% reporting reduced staff. Prices saw the largest fall in the last nine months to 24.

November is the 59th consecutive month that the Houston PMI has been above the neutral mark of 50 and there have now been ten month's since the end of 2004 to post a reading below 60. Over the 12 months ending this November, the Houston PMI has averaged 61.25. Still above the 57.1 average since it was introduced in January 1995.

Items in Short Supply: Various metal products due to years end inventory reductions, Liquid mud barges, spud barges, deck barges, Hard working employees, None, so far, Vaccines (Prevnar), PCA's, Processors, SOME SPECIAL BEARINGS, 70 ft. timber pilings, Special Tyco Connectors, Mercury Processor Chips, Electric Motors, Special Electrical Fittings, Instrumentation Manifolds.

Prices on the UP Side: All welded and Seamless Carbon Steel Pipe is on the rise due to Anti-Dumping against China, Tugs on a spot basis, Large bore valves; Import freight charges, products that use gold, petro products (plastic). Shipping costs, Phosphoric Acid, Polyethylene, Metal, Freight, gasoline, special bearings, cartons, freight and Gasoline, Parts made out of copper, titanium, monel, or stainless steel.

Prices on the DOWN Side: PC and office equipment, While the cost of electronics are going down, the erosion of the USD coupled with higher transportation costs, may offset this, frequently creating an increase in prices paid here in the USA, stable, Computer peripherals, We wish!, Computer and Components, memory DIMMS, bronze raw material is stable and that is like a decrease after the last couple of years.

November 2007

	UP	SAME	DOWN	N/A
Sales	38%	38%	21%	3%
Production	34%	28%	17%	21%
Employment	31%	52%	17%	0%
Purchases	41%	45%	14%	0%
Prices Paid (Major Purchases)	24%	66%	10%	0%
Lead Times (from Sellers)	41%	52%	7%	0%
Purchased Inventory	21%	34%	21%	24%
Finished Goods Inventory	24%	48%	10%	17%

Index 2006/2007 (9 months)

MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV
38	45	38	36	46	37	33	38	17
28	38	38	18	20	29	18	38	17
28	21	56	30	29	17	17	29	14
48	52	31	52	34	43	36	17	28
38	28	25	15	11	11	24	42	14
24	24	22	18	20	23	21	25	34
3	7	13	9	3	14	0	8	0
-3	3	3	0	-3	3	6	0	14

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

NAPM – Houston	Dec06	Jan07	Feb07	Mar07	Apr07	May07	Jun07	Jul07	Aug07	Sept07	Oct07	Nov07
Composite PMI	55.4	59.8	58.9	62.4	63.4	59.4	61.0	60.6	60.8	59.5	62.5	57.8

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

January 2008 Dinner Menu

Caesar Salad

Chicken Pasta Primavera

Steamed Vegetables

Focaccia Bread

Devil's Fudge Chocolate 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.