

Houston *Burlyline*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

March 2008

UPCOMING EVENTS

March

11th NAPM-Houston Supplier Expo and Dinner Meeting – Supplier Awards

29th CPSM Pilot Exams

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

Check out the details for all events

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

March 2008 Pre-Meeting

“2008 Trade Expo”

Begins at 4:30 pm

March 11th General Meeting

Suzanne Penley

Motivational Speaker, Author, Coach, Customer Focused Systems
By Matt Meyer

**“Customer Service:
Don't Take The Cheese Off Of Your Pizza.
Pizza wouldn't be pizza without the cheese.
What's your main ingredient?”**

68% of the time when a customer stops doing business with an individual or a company, they report they did so because they felt that the customer service was declining – that it wasn't as good as it used to be. Yet, most do not intentionally provide poor customer service so why then would our customers feel that we changed? Maybe we truly haven't changed or are not providing poor service - perhaps we've simply altered the way we demonstrate customer service by cutting back on what customers feel are our main ingredients – the very reasons why they started doing business with us in the first place.

This program is for everyone – whether your customer is the actual user of your products & services, vendors & suppliers, or your fellow co-worker sitting in the next office.



Suzanne Penley is a dynamic motivational speaker, author, coach, consultant and seminar leader - enthralling her clients and audiences with unique and engaging ideas and approaches. (cont'd on page 3)

Pre-Meeting: 2008 Trade Expo

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: 4:30 pm – 6:30 pm – 2008 Trade Expo
6:30 pm - Dinner
7:15 pm – Program
8:30 pm – Adjourn

Please RVSP for dinner meeting by Thursday, March 6th at 5pm at napmhou@earthlink.net

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PRESIDENT'S MESSAGE



March is Supply Management Month

Supply Chain Management (SCM) is the process of planning, implementing and controlling the operations of the supply chain as efficiently as possible. Supply Chain Management spans all movement and storage of raw materials, work-in-process inventory and finished goods from point-of-origin to point-of-consumption.

The definition one American professional association put forward is that Supply Chain Management encompasses the planning and management of all activities involved in sourcing, procurement, conversion, and logistics management activities. Importantly, it also includes coordination and collaboration with channel partners, which can be suppliers, intermediaries, third-party service providers and customers. In essence, Supply Chain Management integrates supply and demand management within and across companies. More recently, the loosely coupled, self-organizing network of businesses that cooperates to provide product and service offerings has been called the extended enterprise.

Vendor/Supplier- History: The term Vendor originally represented property vendors. Today it means a supplier of any good or service. **Vendor: Etymology:** Anglo-French *vendur*, from *vendre* to sell, from Latin *vendere* **Date:** 1594 also **vend-er:** one that vends: **Seller** (13th century) one that offers for sale. A Vendor or a Supplier, is a Supply Chain Management (SCM) term that means anyone who provides goods or services to a company. A vendor often manufactures inventoriable items and sells those items to a customer. Typically vendors are tracked in either a finance system or a warehouse management system.

Vendors are often managed with a vendor compliance checklist or vendor quality audits. Purchase orders are usually used as a contractual agreement with vendors to buy goods or services. Vendors may or may not function as distributors of goods. Vendors may or may not function as manufacturers of goods. If vendors are also manufacturers, they will make to stock rather than make to order.

Vendor is often a generic term, used for suppliers of industries from retail sales to manufacturers to city organizations. Vendor generally applies only to the immediate vendor or the organization that is paid for the goods, rather than to the original manufacturer or the organization performing the service if it is different than the immediate vendor.

The March Pre-meeting will be our annual SupplierExpo beginning at 4:30 p.m. The month of March was declared by Bill White, Mayor of Houston, as Supply Management Month. Make a reservation to attend the March 11, 2008 General Meeting when NAPM-Houston will announce our Supplier of the Year, Inside Salesperson of the Year and Outside Salesperson of the year.

The NAPM-Houston Special Activities committee consisting of 20 members; have spent countless hours planning the event. The 2008 SupplierExpo will include a broad variety of over 25 Suppliers, which include; Machining/Fabrication, Electronic, Electro-Mechanical Distributors, Services, Electrical, Office Products, Promotional Products, Staffing Services, Construction, Facility Services, Rental, real Estates and more! I am certain you will enjoy this event by networking and an opportunity to meet new Suppliers. If they are not a Supplier of yours, they could be!

What's in store for you in 2008 as a member of N.A.P.M. - Houston, Inc.?

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

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

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.

March 11th Dinner Speaker

Suzanne Penley Biography (cont'd from page 1)

Suzanne's professional career began at The Methodist Hospital in Houston, Texas, where she served as the director of Patient & Guest Relations from 1983 to 1993. During her tenure at Methodist, Suzanne used her experiences in dealing with half-naked people who did not feel well and translated that into the design & implementation of a Customer Service System never before contemplated in the Health Care arena. This System not only was a huge success for Methodist, but Suzanne received worldwide attention for her unique and extraordinary programs. She's truly an expert in the area of customer relations – helping organizations and individuals to create extraordinary relationships with their customers.

Suzanne was selected in 2003 as one of the Southwest Shakers by the Greater Southwest Houston Chamber of Commerce. She was honored in 1996 with the “Woman of Excellence” Award and in 1997 received the “Woman of the Year” Award.

Her “million dollar” techniques and approaches have been featured on ABC World News Tonight and on numerous other local, national, and international television. Suzanne has also appeared in publications including USA Today, The New York Times, The Wall Street Journal, Health & Fitness Magazine of Spain, and many other local, national and international publications - as well as radio programs.

Suzanne's company, Customer Focused Systems, is a five-time recipient of The Fast 100 – an award presented to the Top 100 fastest-growing privately held companies, and was listed as one of the Top 50 Woman-Owned Businesses for 2006.

Suzanne and Customer Focused Systems were recognized as the #1 Fastest Growing Woman-Owned Business for 2007.

NAPM - Houston Inc. Officer Election

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

The election of new officers for the 2008 – 2009 Program year will begin the week of March 10th, 2008. 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.

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 Business 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.

Career Advancement Award

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

Congratulations to Jonathan Heath for receiving a career advancement award in February for his recent career change. Jonathon was a member of Hewlett Packard's supply chain rotation program upon graduating from Michigan State University with a specialization in supply chain management. This experience along with networking through NAPM-Houston helped him receive a promotional position within the procurement group at MD Anderson Cancer Center.

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 website.

<http://www.napmhou.org/forms.htm>

2008 Boss of The Year Award

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

Congratulations to Mark A. Keiser C.P.M., A.P.P. of Texas Children's Hospital for winning one of NAPM-Houston's biggest annual awards; the 2008 Boss of the Year! There were many deserving nominees this year, but the detailed and heartfelt nomination letter submitted by three of his employees helped give Mark the edge. Mark was in attendance at the February general meeting and received a beautiful plaque to adorn his office wall. Also nominated were Steve Etchison of Williams Corp., Abid Yousuf of EPCO, Inc., Andrew Eckerman of Woodforest Financial Group, Inc., and John Landgraf of Swift Energy. Please extend your congratulations to Mark and the other nominees for their exemplary performance.

March is Supply Management Month!!

By: Nancy C. Wimberley, Public Relations Chair

Supply Management: Maximizing Opportunities, Managing Risk

March 2008 marks NAPM-Houston recognition of the local and worldwide importance of the supply management profession. March 11, 2008 - NAPM-Houston will celebrate local and worldwide importance of the supply management profession during 2008 Supply Management Month. Each March, NAPM-Houston joins with other supply management associations worldwide to bring attention to the influential role supply professionals of all titles and organizational roles bring to all business sectors.

In recognition of Supply Management Month, NAPM-Houston will host the Supplier EXPO, and the Proclamation Declaring March "Supply Management Month" by Bill White, Mayor of Houston. Supply management professionals make important contributions to the quality, efficiency, and profitability of small and large organizations and businesses in public and private sectors across the United States. Nationally, supply management professionals are responsible for managing and monitoring billions of dollars' worth of goods and services every year, which directly influences the U.S. economy.

NAPM-Houston is an independent affiliate of the world's first and largest supply management institute, Institute for Supply Management™ (ISM). NAPM-Houston is a not-for-profit association representing a large number of supply management professionals in manufacturing, government, educational, institutional, and service organizations. For more information, visit NAPM-Houston online at www.napmhou.org.

ISM defines supply management as the identification, acquisition, access, positioning, and management of resources and related capabilities the organization needs or potentially needs in the attainment of its strategic objectives. Components of supply management include: Purchasing/Procurement, Strategic Sourcing, Logistics, Quality, Inventory Control, Materials Management, Transportation/Traffic/Shipping, Disposition/Investment Recovery, Warehousing, Distribution, Receiving, Packaging, Product/Service Development and Manufacturing Supervision.

NAPM – Houston, Inc. 2008 “Supplier of the Year, Inside and Outside Salesperson of the Year Awards”

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

Please plan to be in attendance for the March 11th NAPM Houston general meeting to be present for the awarding of the Supplier, Inside Salesperson, and Outside Salesperson of the year. The nominations are in and the excitement has begun, so please plan on being there to see the presentation of awards to the winners and congratulate them in person.

WANTED!! C.P.M. Study Guides

By: Susan Chevalier 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 Susan Chevalier Espree, C.P.M. - IKEA Trading Services, Inc. at susan.espree@memo.ikea.com. Thank you.

Tuition Reimbursement Information

NAPM is first and foremost an educational organization. In the structure of NAPM, the Professional Development Committee is responsible for coordinating the educational opportunities for the membership.

In addition to the various seminars and the student programs, NAPM Houston's Professional Development Committee also administers the Tuition Reimbursement Program for NAPM - Houston members in good standing attending any accredited college or university. For more information and an application, visit

<http://www.napmhou.org/Scholarship%20Information%20Revised.html>

C.P.M. Review

By: Carleen Glasgow

Friday, April 18 and Saturday, April 19, 2008

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

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

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.

Interviewing for Roundtable Volunteers NAPM and University of Houston - Downtown Supply Chain Roundtable Discussion

By: Matt M. Krishnan

Theme: Globalization of the Supply Chain - Opportunity and Challenges

Date: Wednesday, April 23, 2008

Time: 4:30 to 6:00 pm

Place: University of Houston - Downtown Business School auditorium.

Topics:

1. Emerging challenges in Global supply management
2. Organizational capability needs and hiring trends in industry
3. Cost of capital - unlocking the hidden value in the supply chain
4. Counterfeit products - How supply chain impacts product integrity.

We will need four topic leaders who will focus on each of the topics as subject matter experts.

The format is that the four topic leaders, the facilitator and an academic representative will sit in a panel in front of the audience and present a quick 5 to 10 minute overview on each of these topics. Then we will throw it open to discussion and build on the synergy of ideas for the next 60 minutes. It promises to be an excellent platform of discussion for both students and our members.

Please contact Matt Krishnan at mkrishnan@chevron.com if you can assist with this event or have any suggestions.

Student Paper Competition

By: Phillip Ellison, C.P.M.

The Student Scholarship Program Research Paper Writing Competition is an activity NAPM - Houston sponsors to encourage a better understanding of purchasing among college students.

The program benefits students through cash awards for academic research in topics related to purchasing, colleges and universities through local recognition of outstanding student achievement and the association through education of its members and recruitment of the best students into the profession.

- 1st Place Scholarship \$500
- 2nd Place Scholarship \$300
- 3rd Place Scholarship \$200

The major objectives of the program are to increase student awareness of NAPM-Houston, encourage students to develop and expand their knowledge in the field of purchasing and supply chain management, reward outstanding academic achievement in the study of purchasing and supply chain management, increase student awareness of the practical applications of purchasing principles and supply chain management within actual organizations.

We are looking for Judges for the Student Paper Competition. Please contact Phillip Ellison at pellison@mdanderson.org

NAPM – Houston, Inc. Welcomes Our Newest Members!

By: Mike Valant APP, CPM, Immediate Past President

February 2008 New Members - 83

James C. Alexander, MBA, C.P.M.	Richard Andrews
Robert Bosco	Jason P. Brent, C.P.M.
Bruce H. Lacombe	Brian Burns
Ellen Chang	Kevin Cronan
David Kalugin	Valerie Davis
Maurice Davis	Brice Debnam
Ron Dechiro	Ralph DeLong, CPM
Diana V. Reyes	Timothy Charles Dooley
Steve W. Englehardt, C.P.M.	Tony Fluellen
Rebecca Foster	William H. Houston
Bailey Howell	Anthony Jackson
Celeste Jefferson	Jose Jimenez
Kerri Wiley	Steven Kovacs
Joe Malizia	Sharon L. Mickey
Rogena Morrison	Mark Moss
Amy Ng	Terry Nittka
Adam J. Pakset	David Pender
Dawn Rice	Robert J. Schneider
Mohammed Shafique	Jim Shea
Daniel Soto	Jason Stanford
Michael Strasser	Mary Tilley
Fawad Tirmizi	Victoria Zapata
Harold Lynn Woods	Thomas Yang

TEXAS A&M STUDENT NEW MEMBERS

Emily Adamcik	Sara Bass
Brianne Bidwell	Rebecca Blum
Neil Burkinshaw	Qinglan Chen
Heather Cox	Matt Davidson
Daniel Davila	Jamie Farris
Jessica Fowler	Rachel Garcia
Alma Edith Garza	Victoria Hanrahan
Lauren M. Johnson	Kaci Konieczny
Stacey Kovar	Brooke Lassetter
Jesslica Long	Guanyi Lu
Jacquelyn Luna	Diana Mayland
Megan McMahan	Stephanie Nachlas
Bryce Reinesch	Allie Roberts
Kara Santner	Katherine Siulinski
James T. Smith	Cory Spaugh
Garrett Sprott	Kein Truong
Matt Valenta	Nicole Valka
Ketrail Waddy	Kayla Windham
Austin Wright	

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 March 11th, 2008 NAPM Houston general meeting. You can make your reservations to attend and accept your certificate at napmhou@earthlink.net by Thursday, March 6th, 2008 by 5:00 pm.

March Tenures	
5 Year	10 Year
Steve D. Alexander	David L. Shafer, C.P.M.
Natividad Castillo	15 Year
Thomas J. Mason	Joel Martinez
Leo Schaffner	20 Year
	Mark R. Tassin, C.P.M.
	Linda A. Peterson, C.P.M., A.P.P.

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

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; <http://www.napmhou.org/officers.htm> or <http://www.napmhou.org/Committees.htm> or myself at loberhoff@tecmag.com if you have questions or items for the Archives Roundup.

School Partnership

By: Debbie Newman – Chairman

On Saturday, January 26, 2008, the Patrick Henry Middle School Mariachi Band was featured on the front page of The Houston Chronicle in a large article including photos. This is the same student band that performed at our dinner meeting in September 2007. Copies of the article were made available at the February 12th Dinner meeting.

Several members contacted the committee in January and February about donations. A variety of binders, school supplies, large calendars, used office supplies, craft supplies, party favors and decorations were donated at the February 12, 2008 dinner meeting. They will be delivered to our adopted school during the week of February 18, 2008.

Information has been gathered and assembled for a School Partnership Committee web link; which will be submitted in February.

The School Partnership Committee is looking for a co-chair. Interested? Contact me at debbie.a.newman@exxonmobil.com.

2008 "Special" Special Activities Committee

By: Laurie Oberhoff, President

Thank You! for all your hard work and Congratulations on a Successful SupplierExpo

Ed Wahowski - Williams
Gail Fuselier – CITGO
Hernan Gutierrez - Petrobras - USA
Jo Ann Prazak – Swift Energy
Mike Valant – Hewlett Packard
Sharon Malkovicz – Hewlett Packard
Marian Nimon – UT MD Anderson Cancer Center
Tammie Simmons – Noble Energy Inc.
Joseph Britt – Neighborhood Centers
Michael Ricketson – Williams
Clark Alexander – Williams
Melinda Miller – Noble Energy Inc.
Carleen Glasgow – Certex
Dora A Valdez – Aramco Services Company
Matt Krishnan – Chevron
Gerald "Jerry" Prante, Jr. - who recently departed to Camp Taji, Iraq
Laurie Oberhoff – Tecmag, Inc.
Kim Wren – Amegy Bank
John Sutton – FMC
Sid Rao – FMC

Career Services Seminar & Plant Tours

By: Jonathan Heath - Chairman

Career Services 1/2 Day Saturday Seminar

Date: May, 17th

Time: 8:30am - 1:00pm

More details coming, soon

Plant Tour Hewlett-Packard

*Tentative Date: Thursday, May 1st

Time: 3:00 - 5:00

*Pending * **Continental Airlines Tour**

If you have suggestions, information or can assist with Plant Tours, please contact Jonathan Heath at jcheath@mdanderson.org or napm.career.srvs@gmail.com

About Institute for Supply Management™

ISM is the oldest and largest supply management institute in the world, with more than 40,000 members in 80+ countries around the globe. It specializes in supply management education, research, standards of excellence (C.P.M.), influence building and information dissemination.

As a member of ISM, you'd save money on virtually everything ISM offers and have unlimited access to its extensive website www.ism.ws.

For more on the benefits of membership, click here:
<http://www.ism.ws/ISMMembership/ValueMembership.cfm>

If you have any questions, you can call ISM at 800/888-6276 or 480/752-6276, extension 401.

<http://www.ism.ws/membership/content.cfm?ItemNumber=5605&navItemNumber=5466>

Certified Purchasing Manager (C.P.M.)

The Certified Purchasing Manager (C.P.M.) program is designed for experienced purchasing and supply managers.

It focuses on managerial and leadership skills, plus a variety of specialized functions (e.g., sourcing analysis, supply and inventory management, forecasting) designed to enhance the value of procurement and supply management within an organization. It also covers the operational aspects of the purchasing and supply function, such as identifying requirements, preparing solicitations and agreements, negotiations, technology, quality and maintaining relationships.

The program is designed for those working in any of the private, public or nonprofit work sectors.

Why certify?

- It shows commitment to a profession
- Promotes continuous professional growth and development
- It is universally accepted standard for identifying and recognizing supply management professionals
- World-wide recognition
- Commitment to yourself, your employer, your customers & suppliers to hold yourself to a professional ethical standard of conduct

Think Service
Think Value
Think NAPM-Houston

Certified Professional in Supply Management Program (CPSM)

The Certified Professional in Supply Management is slated to be the qualification that supply management professionals strive to obtain. The CPSM will be relevant internationally and reflect the expanded education, skills and experience needed to be a successful supply management professional. Institute for Supply Management has chosen the title Certified Professional in Supply Management (CPSM) as the name of the organization's new qualification. The CPSM is slated to be the profession's most rigorous qualification, representing the highest degree of professional competencies.

Some professionals have asked ISM why these changes are taking place when the Certified Purchasing Manager (C.P.M.) designation is at an all-time strength. Within the last decade, recognition of the C.P.M. has attained global status and the rate of C.P.M. certification has increased, especially internationally, with new certifications actually outpacing that of the United States.

Why then has Institute for Supply Management committed to making these changes?

The answer - the future of supply management.

The criteria for earning the CPSM qualification are:

- 3 years of full-time, professional supply management experience
- 4-year degree from a regionally accredited college or university
- Pass three exams **OR** if you are a C.P.M. in good standing, pass the Bridge Exam

For more information, visit www.ism.ws

NAPM - HOUSTON ECONOMIC REPORT

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

HOUSTON ECONOMY REMAINS CONSTANT

Employment, Lead times and Production the same for month!

HOUSTON February 10, 2008 ----- The Houston Purchasing Managers Index Only changed in January to **54.0** from December's **53.6**. This indicated that the Houston Economy remained basically the same as last month. This is still near the lowest reading for all of 2007. This mirrors a moderately lower level of regional production for the start of the New Year 2008. 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 January data was marked by a sharp increase in the Prices paid, which rose 19% with 40% reporting higher prices paid. Lead-Times fell among 23% of our respondents. Employment also came down four percent.

Sales fell from 41% to 34% moving down along with all of the categories except Prices for the month. Purchases up for 24%, Purchased Inventory up for 20% and Inventory up for 20% all fell 1 % from the previous month. Seven of the eight categories fell for the second time this year enforcing the weakening economic outlook.

December is the 61st consecutive month that the Houston PMI has been above the neutral mark of 50 and there have been eleven month's since the end of 2004 to post a reading below 60. Over the 12 months ending in January, 08, the Houston PMI has averaged 59.5. Still above the 57.1 average since it was introduced in January 1995.

Items in Short Supply: No supply problems, Production workers in China due to poor weather conditions, pipe, none, Workover rigs, large and small, sodium cyanide, some drill parts, OTR tires, Several processor chips on World wide allocation, Engineered items are affected by shops that are full, thus the longer lead times appear to be in short supply, Custom PCA's, Some lubricants, sodium cyanide, large off-road tires, speciality catheters.

Prices on the UP Side: Steel prices are up and more increases expected in the short term. More companies are increasing, All Carbon Steel Pipe, Multiple increases for carbon steel throughout January & February, Gold, petroleum products, shipping costs, OCTG material \$100/ton price increase, Masking Tape (last increase 08/20/07), none, OCTG, casing and tubing, We are seeing price increases on all items we purchase, Processor board assemblies, Steel shapes, plate and pipe, fittings, flanges, valves and anything manufactured from steel, Sulfur prices are up, Happy New Year! Annual Price increases Semiconductors, connectors, fuel.

Prices on the DOWN Side: None, Stainless prices dropping for one month – February, money (interest rates), PCs and office equipment, PC's and iPAC's, Some flash and DRAM prices are down, Remember when?, computer components.

January 2008

	UP	SAME	DOWN	N/A
Sales	34%	43%	20%	3%
Production	14%	51%	14%	20%
Employment	20%	66%	14%	0%
Purchases	29%	43%	29%	0%
Prices Paid (Major Purchases)	40%	54%	6%	0%
Lead Times (from Sellers)	23%	60%	17%	0%
Purchased Inventory	20%	43%	9%	29%
Finished Goods Inventory	20%	40%	14%	26%

Index 2007 (9 months)

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

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

NAPM – Houston	Jan07	Feb07	Mar07	Apr07	May07	Jun07	Jul07	Aug07	Sept07	Oct07	Nov07	Dec07
Composite PMI	58.9	62.4	63.4	59.4	61.0	60.6	60.8	59.5	62.5	57.8	53.7	54.0

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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Address Service Requested

March 2008 Dinner Menu

Garden Green Salad
London Broil With Sherry Mushroom Sauce
German Style Mashed Potatoes
Steamed Vegetables
German 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.