

## UPCOMING EVENTS

### May

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

### June

- 10<sup>th</sup> NAPM-Houston Dinner Meeting

Check out the details for all events

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

### May 13<sup>th</sup> Meeting Details

#### Pre-Meeting:

**“New Member Orientation,  
Value of Your Membership in  
ISM / NAPM”**

#### 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 –**  
**”Value Stream Mapping”**  
**8:30 pm – Adjourn**

## PRESIDENT'S MESSAGE

**Oh, What a Ride! Thanks for the memories  
Thank you! Thank you! Thank you!**

*Decide ..... Commit ..... Succeed .....  
with all the "Pieces of the Puzzle" we did it!*

After 24 years of membership and volunteering with NAPM-Houston I Decided it was time to take a challenge. I committed to run for Vice President. I succeeded as President. Now, in my 25<sup>th</sup> year, I am on my way to becoming a Past President.

It all happened so quickly. It seems it was only a short time ago I was scratching my head, saying "what did I just do"? I would never say it was easy. It is a lot of work, but becoming a President of the 5<sup>th</sup> largest Affiliate in the world, is certainly an honor.

When I began choosing my 2007-2008 Board of Directors, I recruited a mix of seven (7) Past Presidents, eight (8) with less than two years in NAPM membership and seven (7) who brought many years of experience to the Board of Directors.

I am very proud of all the accomplishments we made in 2007-2008.

- June Get Acquainted Accounting/Budget Training Workshop
- July 8 Leaders Attended the ISM Leadership Workshop
- August Local Summer Workshop
- 3 - Satellite Seminars
- 2 - C.P.M. Reviews
- Supplier Expo \* 30 Suppliers
- UH-Downtown Roundtable \* Six ( 6 ) Panelist
- Texas A&M Mays School of Business \* Student Members
- Large Board meetings attendance
- SWSMC \* Largest Amount earned by any Affiliate in 7 years
- Student Paper Competition \* UH-D
- 2 - Plant Tours

(cont'd on page 2)

(President's Message from Pg 1)

- ½ Day Career Services Seminar
- Joint Meeting with APICS
- Super Special Activities Committee successful Planning meetings
- Successful Golf Tournament
- Scholarships and Membership Tuition Programs back into place
- Approved 278 New Members from Jun 07 - to Apr 07
- 3 Recipients of the New! Career Advancement Award
- 29 - C.P.M. Recipients, confirmed to date
- 1 Life-Time A.P.P. Recipient, confirmed to date
- 2 UH-D Students Supply Chain Management Association (SSCMA) to the Galveston SWSMC

I would like to say Thank-You to each of the 2007-2008 Board of Directors, Committee Chairman, Vice Chairman and all the Committee Members from all of us who will benefit so much from your volunteering efforts!

Laurie Oberhoff, (2007/2008),  
President, NAPM - Houston

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# May 13<sup>th</sup> General Meeting

**Julie Diehl**

Managing Director, Alvarez & Marsal Business Consulting

**Lee Maginniss**

Senior Director, Alvarez & Marsal Business Consulting

By Matt Meyer

## “Value Stream Mapping (VSM)”

Value Stream Mapping (VSM), a visual tool which has been successfully deployed across many industries, enables all the activities across a specific value stream to be clearly identified and quantified. Value Stream Maps have been especially successful when applied to value streams crossing organizational boundaries, quantifying process integration improvement opportunities across suppliers / customers. Value Stream Mapping is the basis on which performance improvements can be identified, prioritized and designed to deliver the greatest benefit. The value of VSM in the manufacturing environment and how it has been utilized in the exploration and production industry will be addressed.



**Julie Diehl**, a Managing Director with Alvarez & Marsal Business Consulting Group, LLC, leads the Southwest region supply chain practice. With over 20 years of industry and consulting experience, Ms Diehl has a track proven for developing strategies and leading teams to streamline and optimize their supply chain operations.

Ms. Diehl has advised numerous companies in developing and executing supply chain strategies and solutions, including supply base management, total system cost, creating and sustaining long-term value, low cost country sourcing, and supplier relationship management. She has extensive experience in China sourcing working with the company's Asia-based teams and suppliers to resolve critical supply issues and implement new supply chain initiatives. Her work extends across many industries including, automotive, exploration & production, food and beverage, hospitality, airlines and healthcare.



**Lee Maginniss**, a Senior Director with Alvarez & Marsal Business Consulting, specializes in operational improvement and supply chain management focused in the consumer business, healthcare, life science, high technology and retail industry segments. With more than 14 years of professional experience, Mr. Maginniss brings significant expertise in analyzing end-to-end supply chain operations, and in developing and executing supply chain and manufacturing operational improvement solutions. His experience includes: integrated supply chain planning, supply chain strategy, lean manufacturing, distribution and transportation planning, component inventory reductions, inventory optimization, sales order management, business process re-engineering, and the selection and implementation of supporting supply chain planning systems.

Please RSVP for dinner meeting by Thursday, May 8<sup>th</sup> at 5pm  
at [napmhou@earthlink.net](mailto:napmhou@earthlink.net)

## EXECUTIVE BOARD

### PRESIDENT

Laurie D. Oberhoff  
Tecmag, Inc.  
loberhoff@tecmag.com

### VICE-PRESIDENT

Gail Fuselier  
CITGO Petroleum Corp  
mfuseli@citgo.com

### SECRETARY/PARLIAMENTARIAN

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Oyo Geospace  
sansley@oyogeospace.com

### TREASURER

Edward M. Wahowski  
Williams  
edward.m.wahowski@williams.com

### IMMEDIATE PAST PRESIDENT

Mike Valant, C.P.M., A.P.P.  
Hewlett Packard  
mike.valant@hp.com

### DIRECTORS-AT-LARGE

Sharon Malkovicz, C.P.M.  
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sharon.malkovicz@hp.com

Marian T. Nimon, MBA, C.P.M.  
UT M.D. Anderson Cancer Center  
mmimon@mdanderson.org

### LOCAL DIRECTORS

Dan Coleman, C.P.M.  
Consultant  
dcolema1666@earthlink.com

Kim Wren  
Amegy Bank  
kim.wren@amegybank.com

Jo Ann Prazak, A.P.P.  
Swift Energy Operating, LLC  
joannprazak@yahoo.com

## Standing Committees

### COMMUNICATIONS/WEBMASTER

Edward M. Wahowski  
Williams  
edward.m.wahowski@williams.com

### MEMBERSHIP

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

### PROFESSIONAL DEVELOPMENT

Bruce Bernhoft  
Woodforest National Bank  
bbenhoft@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

## NAPM - Houston Welcomes APICS on May 13, 2008

By: Laurie Oberhoff, President

Please join me in welcoming APICS to our May 13, 2008 General Meeting. For many years NAPM -Houston and APICS held joint meetings, often once a year.

**About APICS.** APICS, the Association for Operations Management, celebrated its 50<sup>th</sup> year of existence in 2007. Formerly known as the American Production and Inventory Control Society, the APICS acronym now stands for Advancing Productivity and Innovation for Competitive Success. It's best known for the internationally recognized certification program, CPIM, certified in production and inventory management. This program has certified over 70,000 individuals since its inception 35 years ago.

Membership value has been enhanced in the past couple of years as APICS has partnered with the American Management Association and The Aberdeen Group, as well as announcing an arrangement with the Institute of Business Forecasting to produce a forecasting seminar this June in Chicago. APICS continues to enhance its body of knowledge and this month announced a new certificate program in Lean Manufacturing.

The Houston Chapter of APICS is one of the most active in the nation and has over 700 members. The chapter leads the nation in the number of students going through its education programs. It offers continuous classes throughout the year and recently has seen a shift towards companies having APICS instructors provide private training at the companies locations. For information on Houston chapter events, visit the website: [www.apics-houston.org](http://www.apics-houston.org).

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## NAPM - Houston 2008 - 2009 Election of Officers

By: Mike Valant - Immediate Past President

The election of new officers for the 2008-2009 Program year was completed April 8<sup>th</sup>, 2008.

Please join me in congratulating our new NAPM-Houston membership Vice President – elect and Local Director – elect to their new positions and responsibilities as they begin their term of office for 2008-2009 on June 1, 2008.

Vice President - Kim Wren - Amegy Bank, N.A.  
Local Director - Dora A. Valdez - Aramco Services Company

The Board is all looking forward to working with them and to see all of their new ideas and energy to take us into the new frontier.

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## Billie Jean Sommer Outstanding New Member Award

The Billie Jean Sommer Outstanding New Member Award was established in 1988 to honor the new member who displayed exceptional volunteerism and commitment to our association. This award is specific to NAPM Houston and was named after Billie Jean Sommer to honor her unselfish dedication. The criteria to be eligible is any new member who has Joined NAPM Houston within the two year period preceding April of the current year; who has accepted and retained a committee position for a minimum of 6 months; and has met and exceeded the expectations of their peers. This year's recipient will be announced at the May 13<sup>th</sup> General Meeting so please plan to be in attendance to congratulate this year's winner.

## Professional Development – Career Services

**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 & Financial Preparation Management”**

### No Cost Seminar

Please confirm your attendance to **Jonathan Heath**,  
Career Services Chair, NAPM Houston via email at  
[napm.career.srvs@gmail.com](mailto:napm.career.srvs@gmail.com)  
**Work: (713) 792-6775**

**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

Breakfast & Lunch will be sponsored by Office Max

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## Continental Airlines Tour

**Who:** NAPM- Houston and Continental Airlines Tour

**What:** Chelsea Kitchen Tour & Flight Simulator  
*(Please note each member may only attend one tour as  
both tours are held at the same time).*

**When:** Thursday, May 8th from 3:00 pm - 5:00 pm

**Where:** 4507 Wright Road, Houston, TX 77032 &  
17441 JFK Blvd., Houston, TX 77032  
*(Please note that women attending the Chelsea tour  
may not wear heels).*

### Sign up & inquires

Please contact:  
Jonathan Heath – Career Services Chair  
**Email:** [napm.career.srvs@gmail.com](mailto:napm.career.srvs@gmail.com)  
**Work:** (713) 792-6775

## School Partnership Committee Update

By Debbie Newman

The Committee is working with our adopted schools on year end events. The end of April and early in May is when it is time for TAKS tests. We were able to help Patrick Henry Middle School and Scarborough Elementary with the purchase of special t-shirts for TAKS test day. The Committee identified a very competitive price for the shirts (from one of our trade show supplies) and a donor for a portion of the cost. In addition the Committee made a donation to offset a small portion of the cost of the t-shirts.

Several recognition events will be held in May as the school year comes to an end. The Committee will make several small donations to assist with recognition awards and events. In addition, we will make a small donation to Patrick Henry Middle School to help with refreshments for the 8th grade dance.

We may also have an opportunity to provide a few volunteers for Field Day activities. Scarborough's Field Day is scheduled for May 16th. Contact the Committee if you have any interest in volunteering for an hour or more.

Just a reminder - If you're cleaning up around the office, please remember our adopted schools. Students have no objection to pens or binders imprinted with a company name, or letterhead that is obsolete due to a name change or merger. In the past we have donated a used refrigerator, used office furniture, a large copier, notepads, current or out of date calendars (the students cut out the pictures or use the back for posters if a large calendar), used office equipment including calculators or typewriters, file folders, etc. Just about the only item we are unable to accept is used computer equipment. (HISD revised their policy and they no longer accept donated computer equipment.) We can even arrange for donated items to be picked up at your home or office and then delivered to one of our adopted schools.

That goes for at home also. If you're cleaning out closets, reorganizing or moving to a new home, please remember our adopted schools. They will be glad to have your used children's books, used furniture, craft supplies, etc. In the past some of our members have donated a used piano, a clarinet, used furniture, books & toys, craft supplies, etc.

The Committee is still looking for a co-chair. Please email or phone Debbie Newman ([debbie.a.newman@exxonmobil.com](mailto:debbie.a.newman@exxonmobil.com) or 281-654-2905) if you are interested or if you have something to donate, an idea to share, or would like to volunteer for an event. We really are making a difference.

# NAPM – Houston, Inc. Welcomes Our Newest Members!

By: Mike Valant APP, CPM, Immediate Past President

## April 2008 New Members New Members - 41

Jerry Acosta	BHP Billiton	Soraya Masters	Hewlett Packard
Abdulaziz Alajeeb	Aramco Services	Noel Mendez	Hewlett Packard
James M. Augustine	Apache Corporation	Chris Messer	BHP Billiton
Jean Bacilieri	Hewlett Packard Corporation	Joseph Vernon Mize	Hewlett Packard
Kim Bolton		Carnell D. Moses, A.P.P.	Shell Oil Company
Mickey D. Bonar	Hewlett-Packard Company	Frank Rohles	Hewlett Packard
Eric Brizendine	BHP Billiton	Dani Saltzman	BHP Billiton
Walter Burton, III	Hewlett Packard Company	Brandy Sayles	BHP Billiton
Tina Case	Hewlett Packard Company	Rochelle Savel	BHP Billiton
Beth Creller	Hess Corporation	Jonathan Schooler	Cooper Industries
Mike Dorey	Aramco Services Company	Mark W. Smith	Hewlett Packard Company
Samantha Ehlert	Hewlett Packard Company	Ron Smith	New Park
Joseph Forrest		Jeff Standiford	BHP Billiton
Alan Halperin	NRG Energy	Brooke Tackett	BHP Billiton
Barbara Harvin	Anadarko	Brett Telford	Medical Clinic Of Houston, LLP
Thomas C. James	Devon Energy Company	Robert Tenhave	Hewlett Packard
Judy Johnson	Hewlett-Packard Company	Greg Thomas	BHP Billiton
Kelly McKinzie	BHP Billiton	Stephen Tinsley	Jacobs Engineering
Corey McShannon	CBI Howe Baker Proc & Tech	Michael Weekley	Hewlett Packard
Mary Maiorka	BHP Billiton	Melanie Williams	BHP Billiton
David Mancuso	Halliburton		

## 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 May 13th, 2008 NAPM Houston general meeting. You can make your reservations to attend and accept your certificate at [napmhou@earthlink.net](mailto:napmhou@earthlink.net) by Thursday, May 8th, 2008 by 5:00 pm.

Tenure Awards		
May	June	August
<b>5 Year</b>	<b>5 Year</b>	<b>5 Year</b>
Kadaphina A. White	Xiao-dan Hawkins	Gunther Scheib, C.P.M.
	<b>20 Year</b>	Kim D. Norman
	Kathy E. Silverberg, C.P.M., A.P.P.	Ralph A. Lopez
		Richard A. Liliedahl
		<b>20 Year</b>
		Jack Kardow, C.P.M.
		W. Gary Lyon, C.P.M., A.P.P.

## Perfect Attendance Awards

Each May NAPM Houston recognizes our members who have attended the general meetings during the months of Sept, Oct, Nov, Jan, Feb, Mar and Apr. Whether their dedication is actually to the great food served each month, the fantastic speakers or simply to meet up with friends and fellow professionals. Please join us this month as we present them with a gift for their perfect attendance and *dedication*.

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

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

It is hard to believe that time can pass us by so quickly. Believe it or not the Golf Tournament is only a month away!

Preparations are under way to host over 200 players for a great round of golf at the beautiful Cypresswood Golf Club followed by a delicious Texas Style BBQ, a Raffle and Award Ceremony where prizes are handed out to the best teams, longest drive and shot closest to pin.

On the release date of this newsletter we had over 100 players already registered and more are registering every week. So, don't wait and talk to your company and your suppliers about registering today. We have great Sponsor Packages:

## **GOLD CELEBRITY \$1,600**

8 Player spots (*including meals, 16 Mulligan's and 2 Tiger holes*), Hole Signage on both courses, Recognition and Company Logo on own Banner displayed at BBQ and a Web Link from NAPM-Houston website

## **SILVER CHAMPION \$850**

4 Player spots (*including meals, 8 Mulligan's and 1 Tiger holes*), Signage on both courses, Company Logo on a Group Banner displayed at BBQ and a Web Link from NAPM-Houston Website

## **BLUE STAR \$550**

4 Player spots (*includes meals*), Signage on one courses

## **RED STAR \$350**

2 Player spots (*including meals*), Signage on one course

## **HOLE SPONSOR \$150**

Signage on one course

**Or register players: \$125.00 per Player or \$450 per Team of 4 players.**

We are also accepting donated articles that we can include in the raffle like: TV's, DVD players, MP3 players, etc.

If your company or suppliers have promotional golf goodies we can also use them in the goodie bags that are given to the players. We just ask you to bring them to our next regular meeting, or if you need to make pick up arrangements send me an e-mail to [hgutierrez@petrobras-usa.com](mailto:hgutierrez@petrobras-usa.com) and we will have them picked up.

## Professional Credentials

(formerly known as Certification)

### The Certified Professional in Supply Management (CPSM)

A certification, a degree and relevant experience are key to get in the employment door, to get promoted and to get the higher salary you deserve. Make sure you are qualified for high-level positions or prepared to compete if your company downsizes.

- If you had to find a new employer, would you be competitive against other candidates — even in a new industry?
- If your responsibilities expand, are you knowledgeable in all the components of supply management?
- Is your education, experience and level of certification sufficient to meet the needs of your organization?
- Do you have what it takes to positively impact your supply chain?
- Does your employer consider you promotable?

As the responsibilities of supply management professionals have grown, so has the need to prepare for the higher levels of responsibility. In support of its mission to lead supply management, ISM has created the CPSM to ensure that you are ready for the transformation from procurement to supply management.

During unstable economic times, companies depend on experienced supply management professionals like you for innovative answers to hard-hitting business challenges. Executive management will look to supply professionals to make an impact on the bottom line now more than ever before.

The new CPSM is endorsed by business leaders and thought-leaders across the globe. It encompasses the expanded knowledge, skills and abilities necessary to excel in strategic supply management. Employers already require or at least prefer job candidates who are certified. Make sure that you are ready for higher-level positions and prepared to compete if your company has to downsize. Dare to be one of the first to earn the profession's most strategic qualification!

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### CPSM Pilot Testing

CPSM pilot testing has taken off and landed successfully. Thank you to all the company sponsors and affiliates all over the globe that hosted pilot testing. Congratulations to all participants for daring to lead the profession.

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### The C.P.M. Advantage to Earning the CPSM

One single exam! If you are a C.P.M. in good standing, you have the advantage of taking one Bridge Exam to earn your CPSM. When a C.P.M. applies for the CPSM after passing the Bridge Exam, they must also meet the non-exam requirements.

The CPSM Bridge Exam is offered for the first time at ISM's 93rd Annual International Supply Management Conference in St. Louis. It is a single exam covering contemporary content and material not covered in the current C.P.M. The Bridge Exam will be held on Wednesday, May 7, 2008.

Registration for testing and the Conference are available online at [www.ism.ws](http://www.ism.ws) or by calling ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.

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### ISM-Sponsored CPSM and CPSM Bridge Exam Testing Locations

ISM has sponsored CPSM testing at several of our popular events. Take the CPSM Exams at the introductory rate at the events listed top right. Please visit the ISM Web site under the specified event to register for the exams.

Beginning in the late summer, computer-based testing will become available for the CPSM at the standard price of **\$180 members/\$265 nonmembers**. For more details, call ISM Customer Service at 800/888-6276, extension 401.

Group on-site testing is also available for groups of at least five or more. For details, contact the ISM Sales Team at 800/888-6276, extensions 3061 or 3086.

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### CPSM and C.P.M. Conference Exam Special

Testing takes place for both the new CPSM and the C.P.M. at the 93rd Annual International Supply Management Conference in St. Louis. C.P.M. testing is on Saturday, May 3, 2008 and CPSM testing is on Wednesday, May 7, 2008.

When you register for the entire Conference or a 2- or 3-day pre-Conference seminar, you may take up to two exams at a significantly reduced rate. Registration for testing and the Conference are available online at [www.ism.ws](http://www.ism.ws), or call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.

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## Attention Instructors Interested in Teaching CPSM Reviews — New Train-the-Trainer Program Developed Just For You!

Register for a free program to learn how to teach CPSM reviews and get all the materials\* you need to teach. Be one of the first to take advantage of ISM's CPSM Train-the-Trainer (T3) Program, offered to you at no cost by ISM. You only have to purchase a CPSM *Study Guide* to attend. (You will need to register for the program on our Web site. Additionally, please bring a laptop so you can work on customizing the course materials for your needs.)

For the first time, ISM has developed CPSM training materials (courseware) for you to use in designing and teaching CPSM review courses. The courseware includes all needed teaching material that you can copy and use as-is when developing and delivering CPSM review programs. We will offer several programs throughout the spring and summer. Each seminar reviews the CPSM program, CPSM Exam development, question (item) writing, how the courseware was developed and adult learning principles. You will then spend time reviewing some of the content, followed by working with the content and slides on your laptop so you know how to customize the materials to fit your teaching style and audience.

The courseware showcases content surrounding the entire CPSM Exam spec, with review questions, case studies (with questions, answers, answer rationale and teaching notes) and sample questions for each task. Additionally, we provide all the PowerPoint slides you will need to present the entire program, a complete instructor guide — including all the content and timing for each section of the course — and a participant workbook that you can copy and provide to all attendees at your programs. As a bonus, those attending the full program are listed as CPSM review course providers on ISM's Web site! Note: The CPSM *Study Guide* is a required text for this program. \* **Please note that you must attend a Train-the-Trainer program in order to receive the teaching materials.**

Register for and attend this program to receive:

- Comprehensive instructor manual/teaching guide with detailed information and teaching notes about each task in the CPSM Exam specification
- For each task, the courseware includes:
  - Review questions
  - Case studies, with questions to pose to your class, answers to questions with rationale for each and teaching notes
  - Sample questions formatted similar to exam questions
- Suggested timing to spend on each task, question, discussion and case study
- Access to digital copies of all PowerPoint slides needed for the program

- Comprehensive participant manual to be used by those attending the courses you instruct
- Permission to copy as many participant manuals as you need when teaching the program
- Listing on ISM's Web site indicating that you attended the Train-the-Trainer program (must attend the full program to be included)
- Continuing Education Hours (CEHs) also awarded for attending the program

As a reminder, please bring your copy of the CPSM *Study Guide*, along with your laptop, to the program. Remember that you must attend one of the T3 programs to receive the materials. (We will be offering Web-based T3 seminars later this summer.)

CPSM Exams			
Dates	Event	Location	Exams
5/7/2008	ISM 93rd Annual International Supply Management Conference	St. Louis, MO	Exams 1-3 and Bridge
5/14/2008	Hospitality Supply Management Conference	Chicago, IL	Exams 1-3 only
6/26/2008	Charlotte Leadership Workshop	Charlotte, NC	Exams 1-3 and Bridge
6/29/2008	Charlotte Leadership Workshop	Charlotte, NC	Exams 1-3 and Bridge
7/22/2008	Boston Leadership Workshop	Boston, MA	Exams 1-3 and Bridge
7/23/2008	Boston Leadership Workshop	Boston, MA	Exams 1-3 and Bridge
7/25/2008	Boston Leadership Workshop	Boston, MA	Exams 3 and Bridge
8/1/2008	Las Vegas Leadership Workshop	Las Vegas, NV	Exams 3 and Bridge
8/3/2008	Las Vegas Leadership Workshop	Las Vegas, NV	Exams 1-3 and Bridge
Cost: <b>\$90 members/\$135 nonmembers</b> (paper-and-pencil test only)			
3 weeks advance registration required.			

## How to Register for CPSM Train-the-Trainer

Go to [www.ism.ws](http://www.ism.ws) >> Education — Seminars, Conferences >> Seminars >> [Public Seminars](#). Then scroll down to the CPSM Train-the-Trainer: Review Instructor Courseware Program offerings.

### CPSM Train-The-Trainer Schedule

Seminar #	Dates	Program	Location
<a href="#">4291</a>	May 21-22, 2008	2-day	Chicago, IL
<a href="#">4295</a>	June 26-27, 2008	1½-day (6/26/08) (½ day 6/27/08; done by 11 a.m.)	Charlotte, NC
<a href="#">4292</a>	June 30-July 1, 2008	2-day	Dallas, TX
<a href="#">4296</a>	July 23-24, 2008	2-day	Boston, MA
<a href="#">4297</a>	August 3, 2008	One-day	Las Vegas, NV
<a href="#">4298</a>	September 16-17, 2008	2-day	Tempe, AZ
<a href="#">4299</a>	December 2-3, 2008	2-day	Phoenix, AZ

Most programs grant 14 CEHs for your participation. Please check the ISM Web site for the precise number of CEHs offered by selecting the link to the specific program in which you are interested, as shorter programs offer fewer CEHs.

## High Marks Given for CPSM Pilot Exam

### Exam participants pioneer successful launch of ISM's latest professional credential.

(Tempe, Ariz.) March 31, 2008 – With more than 2,700 registrations, the Institute for Supply Management™ Certified Professional in Supply Management (CPSM) Pilot Exam program has been an overwhelming success. The CPSM Pilot Exam Testing Program has paved the way for a successful launch of the CPSM.

Participants in the Pilot Testing Program included individuals from 56 affiliates and represented more than 30 companies in the United States and internationally. Pilot testing, a standard practice when introducing a new qualification, ensures exams will be both reliable and credible.

“The CPSM marks a new and important era in having a qualification in the supply management profession,” says ISM CEO Paul Novak, C.P.M. “Individuals who obtain this qualification will have demonstrated that they possess the knowledge to carry out their work using the highest standards of skills and knowledge.”

The CPSM represents the highest degree of professional competencies, containing the most comprehensive body of knowledge in supply management, and is designed to lead the profession by emphasizing the main components of supply management. Endorsed by business leaders and thought-leaders across the globe, the knowledge, skills and abilities represented in the CPSM will enable professionals to excel in 21<sup>st</sup>-century strategic supply management.

CPSM Exam and Bridge Exam testing will kick-off in May 2008 at the 93<sup>rd</sup> Annual International Supply Management Conference and Educational Exhibit in St. Louis May 4-7, 2008. The Bridge Exam is a single exam for C.P.M.s in good standing who wish to earn the CPSM designation. Supply management professionals seeking to advance their career can register now by contacting ISM Customer Service at 800/888-6276 or 480/752-6276 extension 401.

## **NAPM-Houston University of Houston Round Table 2008 Gets Students and Faculty Energized!!**

On April 23<sup>rd</sup> 2008, a group of industry experts from NAPM-Houston were invited by the University of Houston Business School, to conduct a panel discussion with students majoring in Supply chain management. The event was clearly a success, stimulating much discussion around the theme of "Globalization of the Supply Chain—Opportunities & Challenges".

Prof. Gary Stading & Prof. Jeff Adams worked with Matt Krishnan, one of our newer members, to facilitate this event. Matt manages Strategic-sourcing projects with Chevron corporate procurement and has been in Supply management for over 20 years, including companies such as GE and 3M. A past president of APICS, Fargo chapter, Matt is passionate about organizing discussions on industry practices and trends.

The expert panel at the round table consisted of Ed Wahowski, Mike Valant, Sarah Ansley, Matt Valentine, Addis Johannes and Joe Britt. The discussion covered topics such as Emerging trends in SCM, Cost management, Organizational capability, Logistics and Contracts. The format was innovative and evoked numerous questions from the students and insightful conversations as a group.

From the discussion, it emerged that Supply management was becoming more strategic and evolving into category based expertise. It was also evident that global trade will continue to rise as a force of business that provides opportunities to countries around the world. For ongoing development and opportunities, SCM professionals need to embrace the international aspects of their work and continually hone their communication and interaction skills relating to both suppliers and customers – internal and external.

Much appreciation was received from the participants and we hope to continue this form of dialog within ISM and with the University on a regular basis. Many thanks to the panel of speakers and attendees who made this event truly educational and interesting.

### **About the Panelists for the NAPM - Houston UH - Downtown Round Table**

#### **Matt M. Krishnan - Strategic Sourcing - Chevron USA, Corporate Procurement**

Manages Strategic-sourcing projects with Chevron corporate procurement and have been in Supply Management for over 20 years, including companies such as GE and 3M. A past president of APICS, Fargo chapter, I am passionate about organizing discussions on industry practices and trends. I have a Masters degree in operations management and bachelors in mechanical engineering. I am married with one son, live

in the Woodlands area. Hobbies are volunteering in social groups, reading, music and travel.

#### **Edward M. Wahowski - Operations Team Lead, Materials Management Department - Williams Gas Pipeline**

Supervises the operational team of 5 buyers supporting 68 facilities for 3 regulated pipe lines operating in the Western U.S., Gulf Coast to New York, and Mobile to Tampa Florida. 13 % of the daily U.S. natural gas consumption is transported by these facilities. My specialty is rotating equipment, reciprocating equipment and compression. I have participated in many combined sourcing efforts corporately with other Williams business units and currently represent Materials Management in our corporate rotating equipment alliance. This June I will complete 29 years of service with Williams, joining the Williams family of companies as part of the Transco Energy Company acquisition in 1998. I hold a Bachelor of Science in Mineral Economics (Applied cost economics for mining and oil and gas) and a Bachelor of Science in Business Logistics from the Pennsylvania State University, University Park PA.

I have been active in N.A.P M.-Houston for 17 years currently holding the positions of Treasurer and Web Master/ Communications Chair. Previous positions with the association have included President 2005-2006, Vice President, Career Services Chair.

#### **Joseph R. Britt – Director of Procurement and Contract Administration**

After spending the majority of his career in the petrochemical and refining industries, Joseph Britt joined Neighborhood Centers Inc. (NCI) in May 2007. Joseph currently oversees NCI's supply management activities, which primarily focus on contract management and procurement. Originally from Louisiana, Joe and his wife, Lauren, relocated to Houston in the late 1990's. Joseph has managed contractual agreements ranging from industrial maintenance, energy, and railroad services to office supply materials. He has expanded his skills working at Solvay Polymers, Inc. and INEOS Olefins & Polymers USA serving both companies in a Procurement Specialist role.

He will be actively supporting the Board of Directors of N.A.P.M.-Houston, Inc., the local affiliate of the Institute for Supply Management, in June 2008. Joseph holds a Bachelor of Science from Louisiana State University and a Master of Business Administration from the University of Houston. Joseph enjoys spending his personal time training for marathons as well as avidly following various other sports.

(Cont'd on page 11)

**Michael P. Valant, C.P.M., A.P.P. Hewlett-Packard Company**

"I currently handle several Supply Chain Suppliers from Asia: Intel, Celestica, Chenming, and MuRata Power Solutions. Plus Astec, Cherokee and Teac Americas for the HP SuperDome Server and HP mid Range Platform Systems for the HP AMS, BCS, ESS, TSG and ISS Supply Chain Management Division. Principally working with specialized server systems, custom PCA's and Power Supplies.

I have worked in both the Oil Field Industry manufacturing and Electronic hardware manufacturing industries. I have handled almost every type of commodity. Worked with many special material handling and supply systems. I was a member of the Special Program brought together by Cam-I to write the format and rules of Supply Chain Management for the U.S. Government. I have been involved in outsourcing for over twenty-five years and SCM for almost 15 years.

I graduated from Oklahoma State University with a BS in Business Management. I was a member of Delta Sigma Pi a Professional Business Fraternity and served as Chancellor and Vice President. I earned my C.P.M., A.P.P. certification in 1997. Worked in Tulsa Oklahoma until 1993 when I transferred to Houston with Dowell Schlumberger. I am the Field Representative for the Houston Metroplex for the FGBMFI international Fellowship and held offices of Treasurer, local President. Plus I have been the Transportation Chairman for the FGBMFI Annual World Conference for over ten years. I have three grown children and six wonderful Grandchildren. Both boys are involved in computer operations and website programming with major corporations".

**Matt Valentine - BP America - Senior PSCM Specialist - Land Rigs**

Matt Valentine is a Senior Supply Chain Specialist with BP America. Matt currently works in the Land Rig Sector for the company's North American Gas Strategic Performance Unit (SPU).

Matt has 13 years experience in SCM and has a BS in Industrial Distribution with a Minor in Purchasing from the University of Houston. He has also attained MBA and CPM designations. At BP, Matt leads strategic sourcing, contract execution and supplier management for drilling projects. Prior to BP, Matt worked as Raw Material Buyer for Wyman Gordon Forgings and then as Logistics Manager for Powell Electrical Manufacturing.

**Addis Johannes - Director Supply Chain Optimization - Continental Airlines → → →Chelsea Food Services Division**

23 years with FedEx – Senior Manager of Operations  
3 Years with Starbucks Coffee Company – Regional Distribution manager

1 year to date with Continental Airlines – Chelsea Food Services - Director of Supply Chain Optimization

Bachelor of Business Administration – Texas Southern University

Master of Business Administration – University of Phoenix

President of the Houston - Luanda Sister Cities Association, Inc.

As the Director of Supply Chain Optimization, my team's primary responsibility is the application of Lean Manufacturing methodologies and techniques to our product-production and business processes to deliver better value to our customers. The main goals are to Improve Quality, Eliminate Waste, Reduce Lead time and Reduce Total cost while reducing operational complexities of our Supply Chain, logistics, warehousing, transportation and internal equipment delivery system".

**Sarah Ansley, C.P.M - Purchasing Manager - Oyo Geospace**

I received my Bachelor of Science degree in Business Management from Indiana Wesleyan University. Then followed this by attaining my Certified Purchasing Manager designation from the Institute for Supply Management. I am currently employed by Oyo Geospace as the Purchasing Manager and responsible for all the procurement department functions.

Oyo Geospace develops and deploys sophisticated seismic reservoir monitoring solutions. The data that is collected by their permanent and retrievable sea-floor and well bore seismic solutions dramatically enhance their operational and production decisions over the life the reservoir.

Previously I worked at Stewart & Stevenson doing production control for a government project that included the construction of armor cabs for the military. I also worked as a buyer for Cummins Engine Company in Columbus, in which has the responsibility for building the mid-range diesel engine that is found in Dodge Ram pickup trucks and other mid-sized vehicles such as vans and school buses"

# NAPM - HOUSTON BUSINESS REPORT

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

## HOUSTON ECONOMY STABLE

### Production, Purchases and Finished Goods Inventory Increase!

HOUSTON April 10, 2008 ----- The Houston Purchasing Manager's Index fell 2.7% in March to **54.2** from February's **55.7**. This indicates that production in the Houston economy is likely to continue to increase over the coming three to four month's. 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 March numbers showed a 12% increase in Production and 10% increase in the Finished Goods Inventory. Production had 32% reporting higher activity for the month. Finished Goods was up for 24% of our respondents. Purchase's moved up 6% to 44%. Sales fell 6% overall from 38% to 32% moving down at the same percentage as Purchased Inventory. Employment, Prices Paid and Lead Times all experienced a down ward shift from last month. Only three of the eight categories rose in March of this year. Three other categories remained the same for the month. Houston seems to be bucking the national economic downward trend, but a few of our companies are starting to slow.

March is the 63<sup>rd</sup> consecutive month that the Houston PMI has been above the neutral mark of 50 and there have only been 12 months since the end of 2004 to post a reading below 60. Over the 12 months ending in March, 08, the Houston PMI has averaged 57.7. Still above the 57.1 average since it was introduced in January, 1995.

**Items in Short Supply:** Vaccines, Qualified Contract Specialists, Large OD Pipe lead times are longer as are the large valves needed for the pipe, Some chrome & alloy pipe, Expecting shortage in supply of pipe in coming months, Coated tubing, Drilling Rigs, Qualified engineers at market pricing – Houston salaries are too high!, Electric Motors, Metal Valves, No shortage problems at this time, currently, not experiencing any difficulties.

**Prices on the UP Side:** Vaccines, gasoline, Diesel prices causing increase in freight costs, Large OD Pipe prices have increased again due to the increase in Iron Ore prices, Plastic Tanks, FRP Pipe, Valves & Fittings, Semiconductors, connectors, TYCO, Analog Devices, All carbon steel products continue monthly increases. Stainless will jump \$20 / lb in May, Flanges, CS Fittings, Chrome Fittings and Diesel, OCTG pipe, OCTG, tubing and casing due to increases in steel, Fuel & Lubricants, Battery prices beginning to rise, Anything to do with Oil, Parts out of Carbon Steel; Plastic Pipe, Valves, Fittings & Tanks; Fuel; Steel tubing is going up dramatically, up to 43% on one item with two increases between now and June. Very unusual, some electronic commodities, Steel prices keep going up and up! Raw material (4140, / SST / 718) appears to be going up.

**Prices on the DOWN Side:** Medical equipment due to quantities purchased for our expansion, Computers/components, Scheduled wall SMSI pipe from third world, PCs and office equipment, You can eliminate this category for awhile, Very Funny., Some Stainless steel prices are coming down, flash memory coming down due to dropping demand. Consumer Electronics from TV's to Car Navigation devices and cell phones.

#### March 2008

	UP	SAME	DOWN	N/A
Sales	32%	44%	21%	3%
Production	32%	38%	15%	15%
Employment	21%	56%	24%	0%
Purchases	44%	41%	15%	0%
Prices Paid (Major Purchases)	38%	53%	9%	0%
Lead Times (from Sellers)	26%	65%	9%	0%
Purchased Inventory	18%	50%	6%	26%
Finished Goods Inventory	24%	44%	15%	18%

#### Index 2007 (9 months)

JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR
46	37	33	38	17	15	14	24	12
20	29	18	38	17	3	0	3	18
29	17	17	29	14	6	6	7	-3
34	43	36	17	28	6	0	24	29
11	11	24	42	14	9	31	31	29
20	23	21	25	34	21	6	24	18
3	14	0	8	0	6	11	17	12
-3	3	6	0	14	6	6	-3	9

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

NAPM – Houston	Apr07	May07	Jun07	Jul07	Aug07	Sept07	Oct07	Nov07	Dec07	Jan08	Feb08	Mar08
Composite PMI	62.5	58.0	60.2	60.8	59.3	58.6	61.9	56.0	52.8	52.4	55.7	54.2

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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**NAPM-Houston, Inc.**  
P. O. Box 771203  
Houston, TX 77215-1203

**Address Service Requested**

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**May 2008 Dinner Menu**

Garden Green Salad  
Chicken Enchiladas topped with Ranchero Sauce  
Cilantro and Tomato Rice  
Refried Beans  
Caramel Flan  
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.