

Houston *Blueprint*

NAPM - Houston, Inc.

NAPM - Houston, Inc. Monthly Publication

September 2008

UPCOMING EVENTS

September

9th NAPM-Houston Dinner Meeting

24 - 26th ISM Southwest Supply Management Conference – Dallas

October

14th NAPM-Houston Dinner Meeting

16th ISM Satellite Seminar
“Applying Lean Concepts in Supply Management”

Check out the details for all events

www.napmhou.org

Think Service
Think Value
Think NAPM-Houston

September 9th General Meeting
“Building the Supply Chain of Volunteers”

Speaker - Karen Mooney

When:

5:00 pm – New Member Orientation & Social Hour

6:00 pm - Dinner

7:00 pm – Program

8:30 pm – Adjourn

Please RVSP for dinner meeting by Thursday, September 4th at 5pm at napmhou@earthlink.net

PRESIDENT'S MESSAGE



We hope you and your families have had an enjoyable summer. Welcome to your new program year.

Your Board of Directors and Committee Members have put together an exciting slate of events and activities for the 2008/2009 program year. We have included some new venues such as a lunch meeting, more facility tours, joint meetings, and CPM and CPSM reviews. In addition, we have scheduled educational and entertaining dinner speakers and training seminars. We will, of course, have our traditional Golf Tournament and Supplier Expo next spring. A detailed list of events can be found on the website newsletter.

Instead of a pre-meeting, in September, we have planned New Member Orientation and a social hour to give you the opportunity to meet your Board and Committee volunteers in a more casual setting. Please plan to attend. This will also give you the opportunity to volunteer for some networking and leadership experience on one of our seven committees. Planning, organizing and implementing the program year requires valuable resources and we could use additional support. You can volunteer for as much time or as little time as you are willing to share. We welcome everyone! See the September newsletter for a summary of each committee's function. If one of the committees or events sparks an interest, contact the Committee Chairman directly or any of the Board members for direction.

Remember, September is our “Back to School” month. We will be collecting school supplies and necessities for low income students who attend Scarborough Elementary or Patrick Henry Middle School. Please bring your donations to the September dinner meeting.

The mission of NAPM-Houston is to provide continuing education and develop the supply chain professional through training programs, seminars, workshops and speakers. We are confident, each of you will find some interesting educational opportunities during this program year and will take advantage of the numerous volunteer opportunities that are available. The networking and educational benefits associated with active participation in our organization are personally and professionally rewarding and can generate business opportunities that you did not think possible.

So mark your calendars for the second Tuesday of each month for our General meeting and get involved and discover all the benefits your membership offers!

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mfuseli@citgo.com
832-486-4978

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September 9th General Meeting**Karen Mooney**

Director of Patient Care Facilities Management Design and Construction
M. D. Anderson Cancer Center

By Matt Meyer

“Building the Supply Chain of Volunteers”

What's the value of participating in industry associations? Where do you find the time? How do you recruit and manage a group of volunteers?

Karen is a construction professional who will share not only her personal story of how she balances being involved in industry organizations but more importantly why you can't afford not to be actively engaged and reap the rewards.

Karen Mooney is the Director of Patient Care Facilities Management Design and Construction department at M. D. Anderson Cancer Center. Her staff of 60 manages on average

350 active projects at a value of \$24 million dollars. The projects cover 7 million square feet of M. D. Anderson property and include major medical equipment installations, clinical space and administrative renovations. The department receives over 1000 project requests during the course of the year (an average of 85 per month.)

Karen graduated from Texas A&M University with a degree in Construction Management and received her Master of Business Administration from the University of Texas at Tyler. She is a member of Beta Gamma Sigma business honor society and is the Administrative Co-Chair for M.D. Anderson's Organization for Women. In 2008 she was selected to sit on the University of Houston Industry Advisory Board for the Construction Management program.

Pre-Meeting: **New Member Orientation & Social Hour**

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 – New Member Orientation & Social Hour**
6:00 pm - Dinner
7:00 pm – Program Keynote: Speaker
Karen Mooney
8:30 pm – Adjourn

Please RVSP for dinner meeting by Thursday, September 4th at 5pm at naphou@earthlink.net

Pre-Meeting September 9, 2008 New Member Orientation and Did You Know?

By: Laurie Oberhoff – Immediate Past President / Membership
Activities Chair

Everyone is invited to attend this Pre-meeting at 5 pm. I especially encourage all New Members who have never attended a New Member Orientation to join us.

This will be an informative meeting. An opportunity to meet a lot of members, answer your questions and learn new information about the "Value of Your Membership".

Did you know?

NAPM - Houston recognizes our members for perfect attendance. When you register / sign-in at the dinner meetings at all 7 meetings; September 9; October 14; November 11; January 13; February 10; March 10; April 14; members will be recognized and presented a gift of perfect attendance during the May 12, 2009 Dinner meeting.

Name Badges?

Did you place an order for a name badge? Please see me to pick it up.

Company Coordinators:

Looking for a way to get involved with N.A.P.M. - Houston, but don't have much time? You may be interested in serving as a Company Coordinator. If your company has three or more NAPM Houston members, NAPM is interested in having you serve a few minutes each month during this capacity. A Company Coordinator's responsibilities include dispersing e-mail broadcast, (Often firewalls and Spam filters prevent us from reaching you) and other communications to all the members in your company. By helping us follow up on Membership dues Invoicing and collection, making sure NAPM-Houston has correct contact information for your company members and serving as a liaison for your members and the Board of Directors so that we continue to improve the organization and address the concerns of the membership. It only takes a few minutes a month and helps NAPM to perform more efficiently and keeping our members informed.

If your company has 3 three members in NAPM-Houston give me a call at 713-667-8747 or e-mail

loberhoff@tecmag.com

Prior to the September 9 dinner meeting we will gather for a brief "get acquainted meeting.

ISM Satellite Seminar – Thursday, October 16, 2008

“Applying Lean Concepts in Supply Management”

Hosted By: NAPM Houston & Aramco Services
Company

A growing number of companies are discovering the value of implementing lean processes, enabling them to focus on actions that create value and eliminate activities that represent waste in systems, processes, procedures and practices. Whether you are in a services or manufacturing environment, learn how "lean" can boost your continuous improvement efforts, reduce cycle times, cut costs and improve delivery times. This program will explore the benefits and challenges in making the transformation to a lean organization.

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

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.

To Register Contact: Dora Valdez, email:

da.valdez@aramcoservices.com

Phone: (713)-432-4174 / Fax (713)-432-8402

NAPM – Houston Business Survey

By: Mike Valant, C.P.M., A.P.P.

**The NAPM – Houston Business Survey is looking for
some good Procurement Professionals like YOU!**

The Houston Purchasing Manager Index Report is considered by many economists to be the most reliable near-term economic barometer available for measurement of the Houston Metropolitan Economic outlook. The Houston PMI Report has been published monthly for the guidance of supply (cont'd on page 4)

(from page 3)
management professionals, economists, analysts, the government and business leaders.

The NAPM – Houston Business Survey Committee needs you! Please take this special opportunity to share your company's business activities within the Houston Economy. The NAPM – Houston Business Survey is sent directly to the Houston and Dallas Federal Reserve, Greater Houston Partnership, multiple News Services, Economic Groups and plus several local companies pay us for the report.

The survey does not request specific details but rather general trends in Sales, Production, Employment, Purchases, Pricing, Lead Times, Inventory and comments, if desired. Results are compiled and maintained in strict confidentiality. The only person that knows who and what is submitted is the NAPM Survey Chair.

Contact Mike Valant, C.P.M. at Mike.Valant@hp.com or 281 518-8575 is your company would care to participate.

NAPM – Houston, Inc. Welcomes Our Newest Members!

The following 57 New Members were approved by the Board of Directors during the July and August 2008 board meeting. Join us in welcoming our newest members.

Kelly Allen	Jennifer S Lee
Rudy Anzaldua Jr	Bill Loper
Lisa H. Beaver	Tamera Lopez
Amanda Bekele	Lincoln Markham
Dwayne Bourque	Marietta A May
Gary P Burns	James P. McCutchen
Conrado Cacho	Robert McLaren
Virginia M Casey	Linda Mitchell
Kathryn Chambliss	Ratnakar G. Muppaneni
Alice Chang	Stephanie Nachlas
Jonathan Church	Linh Nguyen
Teresa Conroe	Kelly D Nowakowski
Glenna L. Crites	Cynthia C Oswald
Pam Crossan	Andrew C Owens
Edward Dorrian	James D Pressly
Mark C. Ellis	Susan Quimby
Tammy Faber	Donald Severe
Tammy Fagen	Mary Silva
Brian Garbutt	Milton Taylor Simmons
John Gipson	Katherine Siulinski
Pat Goodrum	Charles Smith
Robert Gulick	Susan C. Speck
Larry R Gurley	Beverly A Thomas
Kim M Hebert	Lee Thrasher
Arthur Wayne Huggins	Humberto Trevino
Janice Jackson	John L Upton
Cynthia Johnston	Sonja L. Webb, A.P.P.
Kevin Jones	Kenneth Weber
Gurunathan Kandaswamy	

Past President's Luncheon

By: Mark Langley, C.P.M., A.P.P. Past Presidents Committee

The Past President's Luncheon held on August 20th at Vargo's was a great success. My thanks to the eighteen past presidents that took the time to be brought up to date regarding the progress and movement of our organization.

Their continued interest is important to the continuity of our organization. I look forward to seeing them again at the April General Past President's Dinner Meeting. This is a special night. I hope all of our members will be able to attend and meet the presidents that have supported this organization through the years and enjoy what promises to be a fun evening with an interesting speaker and important business topic.

Thanks also to our current president, vice president and director who attended the luncheon and brought us all up to date on current activities.

Mark your calendar for the April 14th meeting.



**Kim Wren and Gail Fuselier
at the Past President's Luncheon**



Mark Langley at the Past President's Luncheon

Professional Development Committee Report

By: Joseph R. Britt

In conjunction with Aramco Services Company, we recently conducted a successful Fundamentals of Purchasing seminar. The three-day event held August 25 through August 27 was led by William (Bill) D. Agee Jr. C.P.M., A.P.P. A few topics discussed by Mr. Agee were key elements of negotiation, cost management techniques, and sourcing analysis methods. We are certain all attendees departed the seminar with valuable information to immediately apply in the workplace.

Coming Soon – Seminar: “Risk Mitigation and Contracts and Procurement”

LegalWatch, an industry leader in Risk Mitigation training, will conduct a seminar in which attendees will learn practices to reduce liability associated with their actions and communications, with an emphasis on documentation. Jean Johnson, President and Chief Executive Officer of Legal Watch, will lead the seminar.

When: Thursday, November 6, 2008

Location: Aramco Services Company Auditorium, 9009 West Loop South, Houston. TX 77096

Program Length, Time, and Cost: Coming soon...

Registration information will be available in mid-September.

Source: <http://www.legalwatch.com>

Certification recipients

Congratulations to our affiliate members who recently received a certification:

Melinda Miller, C.P.M. - June 18, 2008

Mary Tilley, CPSM – June 19, 2008

Ian Harker, C.P.M. – June 25, 2008

Robert Schneider, CPSM – July 2, 2008

Rose Berberian, CPSM – July 2, 2008

Mike Dorey, C.P.M. – July 16, 2008

James Poepfel, C.P.M. – July 16, 2008

Gary Burns, Lifetime C.P.M. – July 16, 2008

Final C.P.M. Review Seminar – Friday, November 7 and Saturday, November 8, 2008

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

Note: Last day to purchase & register for C.P.M. testing with ISM is December 31, 2008 - you will then have until December 31, 2009 to complete the testing.

Hosted By: Aramco Services Company at 9009 West Loop South in Houston, TX 77096

REGISTRATION FEE BEFORE 9/30/08:

\$75.00/day members (\$125.00 both days)

\$100.00/day non-members (\$175.00 both days)

Fees include Modular Booklets & Study Questions. Continental Breakfast and Lunch is also provided.

REGISTRATION FEE AFTER 9/30/08:

\$125.00/day members (\$200.00 both days)

\$150.00/day non-members (\$225.00 both days)

Fees include Modular Booklets & Study Questions. Continental Breakfast & Lunch is also provided.

REGISTRATION DEADLINE:

All payments and registration forms must be received no later than Friday October 17, 2008. Handouts cannot be guaranteed if registering after the deadline.

Checks or Credit Card Info must accompany registration form and be payable to N.A.P.M. -Houston, Inc. To register, please visit N.A.P.M. - Houston's website at www.napmhou.org.

Dr. Russell Morey is Professor Emeritus of Supply Chain Management at Western Illinois University. He is currently President of Morey and Associates and has conducted training programs for more than 25 Fortune 500 Corporations in North America and Europe as well as numerous professional associations throughout the U.S. Dr. Morey has published numerous articles and cases and is contributing author of an Introduction to Management textbook. He has received more than 100 awards and certificates of achievement for his contributions to education and the purchasing profession while being very active in professional certification, having been one of the original presenters of the first C.P.M. Review Workshop sponsored by ISM in 1977.

Edward M. Wahowski Receives NAPM-Houston's 2008 James O. Cox Outstanding Member of the Year Award

By: Marian T. Nimon, M.B.A., C.P.M. – Director at Large



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."

The James O. Cox Outstanding Member Award for 2007-2008 was presented to **Edward M. Wahowski** on June 10, 2008 during the 88th Installation of Officers. Marian T. Nimon, M.B.A., C.P.M., Chairman of the James O. Cox Outstanding Member Award Committee, made the presentation at the Sheraton Brookhollow.

Ed grew up south of Philadelphia Pennsylvania. He married his high school sweetheart, Annie in November 1980 and have enjoyed 28 years of marriage. Ed and Annie have 2 beautiful daughters, Sandy and Jennifer.

Ed holds 2 Bachelor of Science degrees for The Pennsylvania State University in Mineral Economics/Applied Cost Economics and in Business Logistics. After graduation Ed accepted a job with Transco Energy Company, now Williams Companies and relocated from the Philadelphia area to Houston. Ed serves as the Team Lead of Operations handling all

pipeline operations coast-to-coast for Williams Corporation. His speciality is compression and horsepower and works on a number of Teams representing Materials Management throughout Williams. Ed is a long-time career man with 29 years at Williams.

An exceptional time manager, Ed balances well his position at Williams, home life, hobbies and volunteer activities. His NAPM contributions include:

- Treasurer 2007-present
- 85th President of NAPM-Houston, Inc. 2005-2006
- Communications Chair from 2000 to 2008. Including Webmaster.
- Career Services Chair from 1999 to 2001
- Career Services member from 1996 to 1998
- ISM's District II Website Person Year 2000 - 2001
- Immediate Past President 2006-2007
- Vice President 2004-2005
- Summer Leadership Conference
- Special Activities Volunteer 2001-2008

Rarely has NAPM-Houston had such an exceptional volunteer. In 2007-2008, Ed served as Treasurer, an active member of the Special Activities Committee, Webmaster and Chair of Communications. Ed is not shy of large tasks nor too proud to handle small jobs. We appreciate Ed's generous sharing of his time and the kindness of his family for willingly sharing Ed with us.

Ed, you've done an exceptional job and have raised the bar of expectations for all those who follow. Congratulations on the 2008 James O. Cox Award!

School Partnership Committee Update

By Laurie Oberhoff

School Supplies and Donations will be collected and appreciated at the September 9th General meeting. See the links "about" NAPM - Houston's Sponsored Schools

- Walter W. Scarborough Elementary School
3021 Little York Rd., Houston, Texas 77093
Mrs. Susan Bargaleski, Principal
<http://es.houstonisd.org/ScarboroughES/>
- Patrick Henry Middle School
10702 E. Hardy, Houston, Texas 77093
Christian Sanders Principal
<http://ms.houstonisd.org/HenryMS/>

New this year :

Collect Box Tops www.boxtops4education.com
Beginning at the September 9, 2008 dinner meeting until May 12, 2009 Dinner meeting Box Tops Collection. List of Products:
www.boxtops4education.com/AboutBoxTops/Products.aspx

Look for the collection box each month at the back of the ballroom and donations of any/all Items supplies for the school Programs use.

Matthew Meyer, Programs Chair, Receives the 2007-2008 Billie Jean Sommer Outstanding New Member Award at the May General Meeting.

By: Ed Wahowski



Matthew Meyer, Shell Oil Company was awarded the Billie Jean Sommer Outstanding New Member Award at the May 2007 General Meeting.

The Billie Jean Sommer Outstanding New Member Award was established in 1988 to honor the new member who has displayed exceptional volunteerism and commitment our association. This award is specific to NAPM Houston and was named after Billie Jean Sommer our 70th President 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 performed in an above average manner.

This year's recipient has been involved in our Programs Committee since joining NAPM Houston.

The following words and phrases were abundant in the nominations received for Matt:

- "Dedicated and dependable"
- "Jumped in with both feet since joining"
- "Helped everywhere he could"

Assisting with Programs his first year and assuming the Chair role of that committee in 2007 – 2008 Matt Meyer has been responsible for coordinating the dinner meeting programs with the hotel and arranging our dinner meeting speakers and has done an excellent job.

Please join me in congratulating Matt Meyer, Shell Oil Company as the 2007 – 2008 recipient of the Billie Jean Sommer Outstanding New Member of the year Award Recipient.

News & Notes

By Kim Wren - Vice President

CONGRATULATIONS

Jo Ann Prazak, C.P.M. has a new granddaughter. Daughter and son-in-law Sara and Jon Engdahl became parents to Avery Elizabeth Engdahl on May 28th, 2008 at 9:13 p.m. and weighed 7 lb. 1 oz. Big brother Alex (now 2 ½) is very happy with his new sister too.

Tammy Simmons, who is serving on the board as our Supplier Expo Coordinator, has expanded job responsibilities at NRG Texas.

Narcy Wimberley, who is serving on the board as our Public Relations Chair, has been appointed as the 2008-2009 President of HOUG (Houston Oracle Users Group). She is also serving as the Oracle PO-SIG (Oracle Procurement Special Interest Group) at the National level.

Get Well Wishes

NAPM Houston extends a speedy recovery to our 1982 – 1983 President Errol D. Kramer, C.P.M., A.P.P.

Best wishes for a quick and complete recovery are extended to Ed Wahowski's mother on her recent surgery. Ed serves as our Treasurer/Communication's Chair.

We wish the best and a speedy recovery to our Local Director, Dora Valdez on her recent surgery. Dora works for Aramco Services and is very involved with our Satellite Seminars.

NAPM Houston sends their best get well quick to Ruth Anderson, Jackie Milhoan's mother who is in the hospital. Jackie served as our President 1992 – 1993.

If you have 'news' or 'notes' contact:

Kim Wren, A.P.P.
 Amegy Bank
 713-232-2134
 Fax: 713-232-3603
Kim.wren@amegybank.com



Blaze A Trail to the Southwest Supply Management Conference

Dallas Marriott at Legacy Town Center
September 24-26th, 2008

Supply Management and Logistics & Transportation Professionals! The **62nd Annual Southwest Supply Management Conference** will be held *September 24-26, 2008* in Dallas/Plano, Texas! Make your reservations early, and enjoy the southwestern history and culture — from the days of cattle and prairies to the modern suburban city.

The **Educational Theme** of this year's conference is "*Blaze a Trail. . . In Supply Management*".

The Conference will include a variety of educational tracks for supply management, logistics and transportation professionals. **Keynote speakers** will present at the opening session and general luncheons. C.P.M. reviews and pre-conference seminars will be held for additional educational value.

Some tracks include:

- Supply Management in the Decade Ahead
- Strategically Sourcing Transportation
- Project Management: What You Need to Know
- What Every Importer Should Know
- Value Analysis in Today's Supply Chain
- Sole Source and Single Source Negotiations
- Inbound Logistics—Risk and Roadblocks
- Contracting and Negotiation Issues

Conference Fee:

\$350 for ISM Members

\$400 for Non-ISM Members

Host Hotel:

Marriott Dallas/Plano at Legacy Town Center

7120 Dallas Parkway, Plano, Texas 75024

Toll-Free Reservations: 1-800-228-9290 Mention "**Institute for Supply Management**" to reserve your room at the special conference rate! Room Rate: \$174 / night

For more information www.ismswscf.org

NAPM - HOUSTON BUSINESS REPORT

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

Press Release

July 10, 2008

HOUSTON ECONOMY REMAINS STRONG

Most Categories Remain the Same!

The Houston Purchasing Manager's Index remained the same in June at **60.6** as last months Index. This is a strong indication that production in the Houston economy will to continue to rise 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 June leading numbers showed an 11.0% decrease in Purchased Material Inventory and a 8% increase in Purchases over last month. Prices Paid were 3.0% lower for the month to 63%. Lead Times were down for 5% of our respondents over last month.

Sales remained exactly the same from last month at 55% the same as in May. While Production remained constant at 44% from 45% and Purchases were up by 8% to 53% from 45%..

Six of the eight categories remained with in 5% of the May responses. Houston continues to buck the national economic downward trend, but we are still seeing a few of our companies starting to slow.

March is the 66th 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 57.3. Still above the 57.1 average since it was introduced in January, 1995.

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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September 2008 Dinner Menu

Garden Green Salad

Texas Bar-B-Que Beef Brisket

Twice Baked Potato

Roasted Corn on the Cob

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.



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Address Service Requested