

## APRIL 2011

### NAPM-DENVER CALENDAR

April 8	April 21	April 21	May 14	May 15-18	May 19
<a href="#">NAPM-Denver Spring Seminar: Fundamentals of Purchasing</a> Renaissance Denver Hotel 8:00 – 4:30	<a href="#">Satellite Seminar: Enhancing and Managing Internal Relationships</a> Renaissance Denver Hotel 1:00 – 5:15	Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner) <a href="#">Dinner Reservation Form</a>	<a href="#">CPM Bridge Exam Review</a> Renaissance Denver Hotel 8:00 – 4:00	<a href="#">ISM International Supply Management Conference and Educational Exhibit</a> Orlando, FL	Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner)

### DINNER MEETING – APRIL 21

#### Using R-I-C-E to Develop, Enhance or Reinvent Your Supplier Diversity Program

There are different strategies that are used to develop, enhance or reinvent a supplier diversity program. **Colleen Mayer** will share her experiences on how she used “R-I-C-E” (Recognition-Involvement-Communication-Education) to enhance and revitalize the MillerCoors supplier diversity program. Participants will leave with a model that can be used in any situation to develop, enhance or reinvent their programs.

Colleen E. Mayer has diverse business experience in customer service, training development and delivery, budget and results, strategic planning, and quality consulting. Her experience with corporations and her experience as a minority business owner provide Colleen an understanding of the two perspectives when it comes to supplier diversity. Colleen’s responsibilities and accomplishments include the development and management of supplier diversity programs, and providing supplier diversity training. She was the 2002 and 2008 Advocate of the Year from Rocky Mountain Minority Supplier Development Council, and one of the Top 100 Women in Supplier Diversity in 2006. Colleen has a Masters in Business Administration from the University of Phoenix and a Bachelor of Arts, Education from University of Northern Colorado.

**Make your reservation at:**

<http://www.napmdenver.org/DinnerReservationForm.html>

### PRE-DINNER SEMINARS (5:30 P.M.)

**Understanding Contract Language** with Michelle Bowers, Molson Coors Brewing Company

**Supply Chain Reporting** with Dan Habernal, C.P.M. Xcel Energy

## BUSINESS CONDITIONS SURVEY

*By Rogers Coke, CPSM, C.P.M.*

The local Denver manufacturing economic index decreased with an index of 46.7 in February. This compares to January's increase of 55.4. The Production index was 50. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 61.4 percent, an increase of 0.6 percentage point when compared to January's reading of 60.8 percent. (ISM publishes the national PMI).

The overall Price Index of the Denver Manufacturing Survey increased faster with an index of 66 in February. Prices increased in all sectors except the Computers sector where they remained unchanged. The Lead Time Index increased faster with an index of 62 in February. Lead Times increased in the MRO, Capital Goods, Components and Services sectors and registered 50 in the Raw Materials and Computers sector.

The New Orders Index decreased with an index of 37.5 in February.

February's Employment Index increased faster with an index of 60. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices both registered 60 in February.

Supplier performance in our Denver survey was at 50 in all sectors.

The local Denver Non-Manufacturing economy decreased in February with the Denver Non-Manufacturing PMI at 43.9. The Production Index was 50. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing NMI (Non-Manufacturing Index) of 59.7 percent, indicating continued growth in the non-manufacturing sector for the 15th consecutive month.

The overall Price Index of the Denver Non-Manufacturing Survey registered 66.4 in February. Prices increased in the Capital Goods, Raw Materials, Components, and Services sectors, decreased in the Computers sector and remained unchanged in the MRO sector. The Lead Time Index was 59.6 in February. Lead times increased in the Capital Goods, Raw Materials and Components sectors, and decreased in the MRO, Computers and Services sectors.

The New Orders Index was at 28.6 in February.

The Employment Index registered 44.4 in February. The Availability of Skilled Workers Index decreased and the Availability of Unskilled Workers Index was at 57.1 in February.

Supplier performance in our Denver survey improved in the Capital Goods sector, worsened in the MRO and Services sectors and was unchanged in all other sectors.

Go to [www.napmdenver.org](http://www.napmdenver.org) for the latest business survey report.

## COMMITTEE OF THE MONTH: PRE-DINNER SEMINARS

The Pre-Dinner Seminars Committee plans and facilitates the seminars that start at 5:30 p.m. before each dinner meeting. Duties include contacting presenters, making arrangements including audio-visual requirements, and facilitating meetings.

If you are interested in helping with this committee, or have questions, contact the chair:

Scott Stark  
MillerCoors  
Tele: (303) 277-7062  
Email: [scott.stark@coors.com](mailto:scott.stark@coors.com)

## APRIL 21 IS ELECTION NIGHT

Voting for new directors will take place at the April 21 Dinner meeting. Candidates this year are:

### ONE YEAR DIRECTOR

**Myrna Corsentino, C.P.M.**, has worked in the purchasing profession at the same location for the past 28 years. In July 2009, United Foam (UFP Technologies, Inc.), a public company with thirteen locations in the U.S., acquired E.N. Murray Company. Her responsibilities range from sourcing products for customer requirements, buying raw materials, managing inventory, supplier audits and coordinating projects with sales. Previously, she worked in the dental field. Myrna has been a member of NAPM – Denver for 20 years and has completed the four exams to become C.P.M. She is a native of Colorado and enjoys traveling -- especially cruising.

### ONE YEAR DIRECTOR

**Kristina Gulish** is a Commodity Manager in the Global Supply Chain group at Johns Manville, a Berkshire Hathaway company. Kristina graduated with a Bachelor of Arts in Supply Chain Management from Michigan State University and is currently pursuing her MBA at University of Colorado Denver. Kristina's past experience includes sourcing and marketing functions at Kohler, BorgWarner, and Universal Forest Products. She moved to Denver in 2008 and enjoys running, biking, skiing, playing tennis, and cheering on the Spartans especially during football and basketball seasons.

### TWO YEAR DIRECTOR

**Wendy Albrecht, C.P.M.**, has 16 years of purchasing experience in a variety of areas, including manufacturing, wholesale distribution, and publishing with responsibilities ranging from buying raw materials for manufacturing, sourcing overseas products, and outsourcing services. For the last 9 years she has managed the purchasing department at Sounds True, a small publishing company in Louisville, Colorado. She holds a B.S. degree in Business Management. She is just completing a term as one year director of NAPM-Denver.

### FIVE YEAR DIRECTOR

**William Gertz, CPSM**, has thirty years of direct supply management experience in the Computer and Telecommunications industries. In his various functions, he has held Materials Management, Program Management, Contract Management, and Commodity Management positions with companies such as Data General, Compaq Computer Corporation, MCI, Hewlett-Packard Company and Quantum Corporation. Bill's current position is Senior Vendor Manager for Level 3 Communications, developing, negotiating and managing equipment acquisition and software license agreements. His formal education includes a B.A. from Adams State College, an M.A. and ED.S. from the University of Northern Colorado, and an M.B.A. from the University of Phoenix. Bill continuously seeks to advance his knowledge both personally and professionally, and acknowledges and promotes the benefits to professionalism in the field of supply management through the specialized training and interaction available through NAPM-Denver and ISM affiliation.

## CONGRATULATIONS TO:

### RE-CERTIFIED CPSM

John Hiatt, CPSM – Group Publishing

## Welcome New Members

Michael Beyer – Roche Colorado Corp  
 Steve Campbell – Denver International Airport  
 Leslie Champion – Xcel Energy  
 Michelle Day - Swisslog  
 Betsy Fisher - Sandoz  
 Brian Hastings – Xcel Energy  
 Ellen Rickert - Covidien

### 2010-2011 NAPM-DENVER OFFICERS

<b>President</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<b>Past President</b>	Dorothy Cohen, C.P.M.		(303) 494-0458
<b>President Elect</b>	Kelly Mickelson, C.P.M.	Adams County School District 50	(303) 428-3535
<b>Executive Director</b>	Carol Coke	NAPM-Denver, Inc.	(303) 444-7056
<b>Treasurer</b>	Jo Ann Rose, C.P.M.	Molson Coors Brewing Company	(303) 927-2405
<b>Secretary</b>	Fred Lehn	Jacobs Engineering	(303) 462-7530
<b>2-Year Director</b>	Debbie Rowe, C.P.M.	Raytheon Polar Services	(720) 568-2220
<b>1-Year Director</b>	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151
<b>1-Year Director</b>	Scott Stark	MillerCoors	(303) 277-7062

### 2010-2011 NAPM-DENVER COMMITTEE CHAIRS

<b>Arrangements</b>	Fred Lehn	Jacobs Engineering	(303) 462-7530
<b>Educational Resources</b>	MP Parthasarathy, PhD	U. of Colorado at Denver	(303) 315-8445
<b>Membership</b>	Ginger Young, C.P.M.	ProBuild	(303) 335-1264
<b>Newsletter</b>	Deb Egan, C.P.M.	Qwest Corporation	(303) 707-5588
<b>Pre-Dinner Seminars</b>	Scott Stark	MillerCoors	(303) 277-7062
<b>Presidential Advisory</b>	Sandra Schmitzer, C.P.M.		(303) 447-1438
<b>Professional Development</b>	Susan Kellar, C.P.M.	IHS	(303) 397-2297
<b>Programs</b>	Kelly Mickelson, C.P.M.	Adams Co. School District 50	(303) 428-3535
<b>Webmaster/Business Survey</b>	Rogers Coke, CPSM, C.P.M.		(303) 444-1924
<b>Public Relations/Marketing</b>	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151

### CONTACT INFORMATION

#### Has your contact information changed?

If so, please e-mail your new information to the NAPM-Denver office [carol@napmdenver.org](mailto:carol@napmdenver.org).