

April 2008

## APRIL 17 DINNER SPEAKER

### TRENDS IN PROCUREMENT

Our profession has experienced the changing of names from purchasing agent to buyer to procurement specialist to supply management professional. Our membership has moved from a basement office and sometimes known as a "necessary evil" to the executive suite and now known as the savior of the bottom-line. These are but a few of the trends that have occurred within our profession. Supply management is only beginning to shape the organizations that we work for. Tonight, **Carrie Ericson** will provide insight into "Trends in Procurement."

Carrie Ericson is a Vice President with A.T. Kearney Procurement Solutions, working with clients to develop and implement Procurement Transformation initiatives. She has over 15 years of experience in operations, procurement and supply chain management. She has worked with clients in many industries, including Hewlett-Packard, Disney, Cisco, E\*Trade, Safeway, Sears, and BankAmerica.

Carrie was recognized as a Pro to Know by *Supply & Demand Chain Executive Magazine* in 2004 for her innovation in the Spend Management arena. She was a founder of one of the original cross-industry consortium offerings (Leveraged Sourcing Networks) as well as a founder of one of the early auction technology companies (eBreviate).

Carrie has written and spoken extensively on the topics of Strategic Sourcing, Spend Management and Procurement Transformation in such forums as *iSource Magazine*, *Automotive Sourcing Magazine*, *Purchasing Magazine*, Conference Board, Women's Business Enterprise National Council, *Line56*, ProcureCon, *Supplier Selection & Management Report*, Assoc. for Builders & Contractors, About.com, Sourcing Interest Group, *Optimize Magazine* and *Supply Chain Management Review*.

## NAPM-Denver Calendar

### April 17

ISM Satellite Seminar: *Supply Management's Role In Sustainability*  
Auraria Higher Ed Center  
8:00 a.m.

### April 17

Dinner Meeting  
Renaissance Denver Hotel  
5:30 - Pre-Dinner Seminars  
6:45 - Dinner

### May 4 to May 7

ISM International Conference  
St. Louis, MO

### May 15

Dinner Meeting  
Renaissance Denver Hotel  
5:30 - Pre-Dinner Seminars  
6:45 - Dinner

### May 17

C.P.M. Exam Review  
Module 1: *The Purchasing Process*  
8:30 AM

### May 29

NAPM-Denver Spring Seminar:  
*NO to GO®: The Successful Negotiator*  
Auraria Higher Ed Center  
8:00 a.m.

**2007-2008  
NAPM-DENVER  
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## PRE-DINNER SEMINARS

▪ **CPSM Preparation:** Sandra Schmitzer, Speaker; Sue Keller, Facilitator

▪ **Commodity Series-Health Purchasing:** Deanna Sharbonas, Speaker; Dorothy Cohen, Facilitator

▪ **Small Business Purchasing:** Speaker TBD; Bob Eggleston, Facilitator



## BUSINESS CONDITIONS SURVEY

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

▪ The local Denver Manufacturing economy index rebounded in February with a rate of 58.1. January's index was 39. The Production index also reversed itself in February with a rate of 63. January's Production index was 22.2. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 48.3 percent, a decrease of 2.4 percentage points when compared to January's seasonally adjusted reading of 50.7 percent. (ISM publishes the national Business Surveys).

▪ (As a reminder to our readers, an index below 50 indicates the majority of our respondents reported a decline versus the previous month. The further below 50, the greater the number of respondents reporting a decline. An index over 50 indicates growth, increase, or improvement).

▪ The overall Price Index of the Denver Manufacturing Survey increased at a faster rate than in January. All sectors increased. Lead times in our Denver survey increased in February at a slower rate than in January. The MRO and Services sectors remained unchanged, while the other sectors increased. The New Orders Index also rebounded sharply from February's rate. The Imports Index reversed course with a decrease in February compared to January's increase. The Raw Materials Inventory Index declined in February at a slower rate than in January. The Finished Goods Inventory Index remained unchanged at a rate of 37.5.

▪ February's Employment Index increased at a slightly faster rate in February. The Availability of Skilled Workers Index decreased at a slower rate than in January and the Availability of Unskilled Workers Index increased in February.

▪ The local Denver Non-Manufacturing economy decreased in February at the same rate as in January. The Denver Non-Manufacturing PMI was 49.2.

The Production Index increased with an index of 53.9 which reverses the decrease in January when the rate was 43.1. The Denver Non-Manufacturing Production Index compares to the Institute for Supply Management's (ISM) Business Activity/Production Index of 50.8 percent, indicating an increase of 8.9 percentage points after a month of contraction in January when the index registered 41.9 percent.

The overall Price Index of the Denver Non-Manufacturing Survey increased at a faster rate in February. The MRO, Capital Goods, Components, Computers and Services sectors increased and the Raw Materials sector remained unchanged. Lead times in our Denver survey increased at a faster rate in February. The MRO and Services sectors decreased, the Capital Goods and Components sectors remained unchanged, and the Raw Materials and Computers sectors increased. The New Orders Index decreased at a faster rate in February. The Raw Materials Inventory Index increased at a faster rate and the Finished Goods Inventory Index remained unchanged in February.

The Employment Index in the Non-Manufacturing Survey decreased in February. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices also decreased in February.

Go to [www.ism.ws/](http://www.ism.ws/) for the complete ISM report. For the complete Denver area surveys, go to the NAPM-Denver website at: [www.napmdenver.org](http://www.napmdenver.org)



## COMMITTEE OF THE MONTH

The **Web Site Committee** maintains NAPM-Denver's web site, keeping it up to date. Duties include making sure information is current, links are correct, and the look of the site is pleasing. Members keep up-to-date on technology changes to make certain the speed to get to links in the site is fast. Dreamweaver MX2004 is the software used to maintain the site.

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

Rogers Coke, C.P.M.  
Email: [rogerscoke@napmdenver.org](mailto:rogerscoke@napmdenver.org)  
Tele: (303) 444-1924



### COMMITTEE CHAIRS

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Please recycle or  
pass along to a  
potential new  
member.

NAPM-Denver publishes *Purchasing Buyline* monthly. Copies are mailed free to all active NAPM-Denver members. All items for publication must be submitted to the editor no later than the first Thursday of each month for publication in the following month. The newsletter staff reserves the right to edit copy for length and content. Contact the editor, Deb Egan at (303) 707-5588 or fax at 303-391-1860. For business information about NAPM-Denver, Inc. call Carol Coke, Executive Director at (303) 444-7056.

## APRIL IS ELECTION MONTH

Voting for new directors will take place at the April 17 Dinner meeting. Bios for the candidates are included in the inserts.



## DID YOU KNOW....?

**CPSM and C.P.M. Exams are being offered at Reduced Rates at ISM's Annual Conference.** Testing will take place for both the new CPSM and the C.P.M. at ISM's 93rd Annual International Supply Management Conference in St. Louis. C.P.M. testing will be held on Saturday, May 3, 2008, and CPSM testing will be held on Wednesday, May 7, 2008.

When you register for the entire Conference or a two- or three-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 by calling ISM Customer Service at 800/888-6276 or 480/752-6276, ext. 401.



## WELCOME NEW MEMBERS

- Reb Conn** – ULA
- Janice Gottschalk** – Group Publishing
- Marshall Huss** – Arrow Electronics
- Ryan Jimenez** – Arrow Electronics
- Chris MacLean** – Molson Coors Brewing Co
- Susan Parrish** – Group Publishing
- Laurie Valadez** – Qwest Communications
- Philip Downie, C.P.M.** – Suncor Energy
- Dale Steinbaugh** – Xcel Energy
- Bob Wagner** – Xcel Energy



## CONGRATULATIONS TO.....

### New C.P.M.

- Anita Thomas, C.P.M.** - Medivance Inc.





## **BIOS FOR DIRECTOR CANDIDATES**

### **1-Year Director Laura DeLance, C.P.M.**

**Laura DeLance** joined NAPM-Denver in 2006 after moving to the Denver area from Southern California where she was a member of NAPM-OC for over 10 years. She served as Chair for the Marketing Committee and assisted with a variety of projects over the last six years of service. Laura was awarded the Sara J. Arhlen award two times for her leadership development skills in management and director of the Marketing Committee. Under her leadership, NAPM-OC won a Spirit Award twice at the annual ISM Leadership Conference. Laura received her C.P.M. and A.P.P. in 2000 and recertified for the C.P.M. in 2005. Prior to Moving to Colorado she was a Senior Buyer Planner for Invensys Triconex in Irvine California. She is currently a Senior Buyer Planner for Zolo Technologies in Boulder. Laura has a degree in Business Management.

### **1-Year Director Jan Rock**

**Jan Rock**, Purchasing Manager at Oppenheimer Funds, Inc. has enjoyed a successful career in Vendor/Supply Chain Management for over 15 years. She has held positions of increasing responsibility in a variety of industries, including Telecommunications, Satellite Media Distribution and most recently, Mutual Funds. Jan's career has included management-level responsibility for a number of financial and operational business units, including Vendor Relations, Procurement, Cash Management, Payment Processing, Auditing, Quality Control, Contract Management, Performance Measurement and Accounts Receivable. She has a BS in Business Administration, holds a Purchasing Certificate from UNLV and is pursuing her C.P.M. Jan is married with 2 children, and makes her home in Highlands Ranch, Colorado. Personal time is enjoyed skiing, hiking and traveling with her family.

### **2 Year Director Sandra M. Schmitzer, C.P.M., A.P.P.**

**Sandra M. Schmitzer, C.P.M., A.P.P., CPPO** recently retired from Jefferson County School District. Sandra would like to continue contributing to the profession that served her well for 26 years. Working in several positions in the private and public sides of purchasing and supply management gives Sandra a wide view of most of the service side of the profession. She is currently the instructor for the C.P.M. review classes and is gearing up to teach reviews for the new CPSM certification. Sandra's bachelor's degree is in communication and teaching. She has served on several committees for NAPM-Denver since joining in 1981, primarily in the education areas. Sandra is currently serving as Presidential Advisor to the Board of Directors and was appointed by the board in February to complete the board position vacated by Noel Matthews. Sandra is a Past President of NAPM-Denver and received the NAPM-Denver Ernie Waters Distinguished Service Award in 2000.

**5-Year Director  
Kelly Mickelson**

**Kelly Mickelson** joined NAPM-Denver in 1999. He earned the C.P.M. designation in 2000 and recertified in 2005. He has held various purchasing positions in the area since 1981 and is currently Director of Purchasing and Materials Management for Adams County School District 50. Kelly has a B.S. in Business Administration and has been active in Boy Scouts, National Institute of Governmental Purchasing and its local chapter, Rocky Mountain Purchasing Association (NIGP/RMGPA), Colorado Association of School Business officials, Colorado Association of School Executives and served as Secretary for the Colorado Educational Purchasing Council for the 2006-2007 term. He was recently nominated for the RMGPA Purchasing Manager of the Year award.

NAPM-DENVER PRESENTS. . .

SATELLITE SEMINAR



SUPPLY MANAGEMENT'S ROLE IN SUSTAINABILITY

THURSDAY APRIL 17, 2008

Auraria Media Center  
Auraria Campus  
Lawrence at 11th Street  
Denver, CO 80204

8:00 AM to 12:30 PM (Class starts promptly at 8:00 AM.)

Course Fees: \$60 for NAPM-Denver Members, \$95 for non-members

Study materials are included. Attendees will earn 4 hours credit toward C.P.M. or A.P.P. Re-certification

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.

Satellite Seminar Registration

Name: \_\_\_\_\_ Member \_\_\_\_\_ \$60 (4/17/2008)

Company: \_\_\_\_\_ Non-Member \_\_\_\_\_ \$95 (4/17/2008)

Address \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email \_\_\_\_\_

Credit Card Type \_\_\_\_\_ Credit Card # \_\_\_\_\_ Exp. \_\_\_\_\_

Call Carol Coke at 303-444-7056 to register. Call Doug Henninger, C.P.M. at 303-628-6769 for further details on the course and other information.

Mail payment to: **NAPM-Denver, 3525 Copper, Boulder, CO 80304.**

NAPM-DENVER PRESENTS...  
SPRING SEMINAR 2008

**NO to GO®: The Successful Negotiator**  
Presented by Robert D. Rutherford, PhD  
**Thursday May 29,, 2008**  
**8:00AM-4:00 PM**  
Renaissance Denver Hotel  
**3801 Quebec Street**  
**Denver, CO**

How to Get From NO to GO®: Successful Negotiator one day seminar is structured in an interactive methodology that stresses the concepts and techniques that will enable executives and managers to gain more from both their internal as well as external daily negotiations. Participants learn what master negotiators mean when they talk about "reading" their opponents and managing the "balance of power" in a negotiation what really goes on behind the doors of high-stakes negotiations what it takes to resolve every negotiation to your satisfaction.

NO to GO®: The Successful Negotiator is more than a "seminar." It is a learning-interactive experience that enables the participants to build on their already accomplished negotiating skills. Each negotiating concept and strategy is anchored in a memorable illustration and story form for easy recall giving the course a distinct feature. A basic assumption of the course is that if the participant can recall the negotiating strategy or principles he/she can then consciously use it.

Robert D. Rutherford, Ph.D., is a highly respected and accomplished author, businessman and teacher. Dr. Rutherford draws on three decades of experience teaching, negotiating professionally, writing, and speaking to thousands of men and women worldwide. He has taken the best of these experiences and has combined them with wisdom, humor, and his own insights to create excitingly presented, readily understandable advice on dealing successfully with anyone, anywhere, on any matter.

**Attendees will earn 7 hours toward C.P.M. recertification.**

**Course fees include lunch, breaks and study materials which includes Dr. Rutherford's book: How to Get from NO to GO®.**

**REGISTRATION: SPRING SEMINAR 2008**

Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_

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