



Affiliated with The
Institute for Supply
Management



PURCHASING BUYLINE

APRIL 2009 NEWSLETTER

DINNER SPEAKER – APRIL 16

BUILDING SUPPLIER RELATIONSHIPS IN A CHANGING ENVIRONMENT

Turbulent times demand a different kind of relationship with suppliers. As supply chain executives have to deal with the demands of their own corporations, they also must deal with demands of their supply chains. They must manage their way through change and the ensuing transitions. And they must find new ways to build networks that will ensure that they have steady supply streams throughout difficult times. This is particularly true with women and minority suppliers, who can sometimes be harder hit during challenging times, and who require a different kind of relationship in an increasingly diverse world. This program discusses how top supply executives approach dealing with tough times and offers strategies for supply chain executives to employ to maximize relationships.

Julia Hubbel is an award-winning entrepreneur, professional speaker, seminar leader and prize-winning journalist specializing in the art of influence, relationships and connecting. Julia is a disabled, decorated Vietnam Era veteran who served as a journalist and television producer-director in the Army, and Chief of Military Protocol for the Jimmy Carter Presidential Inaugural in 1977. She is a certified William Bridges Organizational Transition Consultant and a certified ASDP Supplier Diversity Professional.

APRIL IS ELECTION MONTH

Voting for new directors will take place at the April 16 Dinner meeting. Candidates this year are: Jo Ann Rose (5-year Director), Bob Eggleston (2-year Director), Wendy Albrecht (1-year director), Fred Lehn (1 year director) and Jarrod McDaniel (2- year Director). See their bios in the inserts.

NAPM-DENVER CALENDAR

APRIL 9

NAPM-DENVER SPRING
SEMINAR
*THE FUNDAMENTALS OF
PURCHASING*
8:00 A.M.

RENAISSANCE DENVER
HOTEL

APRIL 16

DINNER MEETING
RENAISSANCE DENVER
HOTEL

5:30 - PRE-DINNER
SEMINARS

6:45 – DINNER

APRIL 23

WEBINAR
*LEGAL RISKS AND COSTS
OF SUPPLY MANAGEMENT*
12 NOON TO 1:00 PM

MAY 3-6

ISM INTERNATIONAL SUPPLY
MANAGEMENT CONFERENCE
CHARLOTTE, NORTH
CAROLINA

MAY 9

C.P.M. EXAM REVIEW
*MODULE 3: VALUE
ENHANCEMENT*
8:30 A.M.

HOLIDAY INN EXPRESS
I-70 AND KIPLING

MAY 21

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

**2008-2009
NAPM-DENVER
OFFICERS**

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Dan Marin, C.P.M.
Jeppesen Sanderson
(303) 328-4412

PAST PRESIDENT

Sue Kellar, C.P.M.

PRESIDENT-ELECT

Dorothy Cohen, C.P.M.
303 494-0458

EXECUTIVE DIRECTOR

Carol Coke
Napm-Denver, Inc.
(303) 444-7056

TREASURER

Jim Branaugh, C.P.M.
Tri-State G&T
(303) 254-3111

SECRETARY

Kelly Mickelson, C.P.M.
Adams County School
District 50
(303) 428-3535

2-Year Director

Jarrod Mcdaniel, C.P.M.
(720) 888-1103

2-Year Director

Sandra Schmitzer, C.P.M.
(303) 447-1438

1-Year Director

Jan Rock
Oppenheimerfunds
(303) 768-1279

1-Year Director

Laura Delance, C.P.M.
Zolo Technologies
(303) 604-5808

PRE-DINNER SEMINARS

Starting at 5:30 pm

Supplier Performance - Tools and Tips to Measure and Manage Key Performance; Dee West, Speaker; Bob Eggleston, Facilitator

Conflict Management – Using your negotiation skills for interpersonal communications; Jamie Lau, Speaker; Jo Ann Rose, Facilitator

P Card - The Benefits of a Sound Pro-Card Program in Procurement; Melissa A. Larson, Speaker; Jan Rock, Facilitator

BUSINESS CONDITIONS SURVEY

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

The local Denver Manufacturing economic index decreased at a slower rate in February with an index of 38.5. January's index was 31.2. The Production index decreased in February at a slower rate with an index of 39.3. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 35.8 percent, which is 0.2 percentage point higher than the 35.6 percent reported in January. This is the 13th consecutive month of contraction in the manufacturing sector. (ISM publishes the national Manufacturing and Non-Manufacturing 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 decreased in February with an index of 40.3. Prices decreased in all sectors. Lead times decreased in February. All sectors decreased except for the Services sector which remained unchanged. The New Orders Index decreased in February at a slower rate than in January. The Imports Index decreased in February at a slower rate. February's Employment Index decreased at a slower rate than in January.

The local Denver Non-Manufacturing economy decreased at a slower rate in February with the Denver Non-Manufacturing PMI at 43. The Production Index increased with an index of 53.3. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing PMI/NMI which registered 41.6 percent indicating contraction in the non-manufacturing sector at a slightly faster rate compared to January's reading of 42.9 percent. The ISM Non-Manufacturing Business Activity Index registered 40.2 percent, a decrease of 4 percentage points when compared to the 44.2 percent registered in January.

The overall Price Index of the Denver Non-Manufacturing Survey decreased in February at a slightly slower rate. Prices decreased in the Capital Goods, Raw Materials, Components and Computers sectors, increased in the Services sector and remained unchanged in the MRO sector. Lead times in our Denver survey decreased at a slower rate in February. The New Orders Index decreased at a slower rate in February. The Employment Index decreased at a slower rate in February with an index of 28.6.

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

COMMITTEE OF THE MONTH

The Professional Development Committee manages the one and two-day seminars that are given three or four times a year and the C.P.M. and CPSM review classes. Tasks include contracting for speakers and obtaining a local facility to host the seminars. Recent seminars have been held at the Denver Renaissance Hotel, 3801 Quebec St, Denver.

The Committee also promotes the CPSM and C.P.M. programs by providing information at the check-in table at monthly dinner meetings.

Please contact the chair, Doug Henninger, C.P.M. about helping with the committee:

Doug Henninger, C.P.M.
Denver Water
Tele: (303) 628-6769
Email: douglas.henninger@denverwater.org

NAPM-DENVER TO HOST RECRUITING FIRM AT APRIL MEETING

NAPM-Denver will have recruiters from the Teldar Group at the April Dinner Meeting for our members who are seeking employment. Teldar is an Executive Recruiting and Search Firm specializing in placing professionals in Strategic Sourcing, Procurement, Supply Chain and Logistics positions. Several of the beneficial topics that they can discuss with NAPM members include:

- * Resume writing tips/advice
- * The 4 websites that recruiters utilize to look for jobs and information
- * How to bypass HR and talk to the hiring manager directly
- * How to prepare for an interview

Bring your resume if you are interested in some free advice.

COMMITTEE CHAIRS

Arrangements

Jim Branaugh, C.P.M.
Tri-State G&T
(303) 254-3111

Educational Resources

Open

Membership

Ben Carr, C.P.M.

Newsletter

Deborah Egan, C.P.M.
Qwest Communications
(303) 707-5588

Pre-Dinner Seminars

Jarrod McDaniel, C.P.M.

Presidential Advisory

Sandra Schmitzer, C.P.M.
(303) 447-1438

Professional Development

Doug Henninger, C.P.M.
Denver Water
(303) 628-6769

Programs

Dorothy Cohen, C.P.M.
(303) 494-0458

Webmaster/Business Survey

Rogers Coke, CPSM, C.P.M.
(303) 444-1924

Marketing

Kha Le
(303) 881-8756





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.



DID YOU KNOW... ?

The CPSM[®] Bridge Online Review Course (#3968) is now available in the ISM Knowledge Center. This is the review course for current C.P.M.s with a bachelor's degree to prepare for the CPSM[®] Bridge Exam. This course enables candidates to assess their knowledge acquired through education and experience against the content tested in the CPSM[®] Bridge Exam. It is not intended for those planning to take the full CPSM[®] Exam. For more information, go to www.ism-knowledgecenter.ws.

WELCOME NEW MEMBERS

Adam Boroughs – CH2M Hill
John Cook
Frank Ehlman – Marathon Oil
Paula Evans – Qwest Communications
Robert Lankford – Vestas Nacelles Americas
Dan Millard – City of Lakewood
Evalyn Moore – Qwest Communications
James Shonts – CH2M Hill
Barbara Walker – BI Inc.
Melissa White – Sundyne Corporation

CONGRATULATIONS TO.....

NEW C.P.M.
Janet Wening, C.P.M. – Newmont Mining

RE-CERTIFIED A.P.P.
Patti Nation, A.P.P. – Qwest Communications

NAPM-DENVER DINNER RESERVATIONS
Renaissance Denver Hotel

April 2009

******RSVP DUE prior to Noon, Friday, April 10, 2009******

NAPM DENVER MEMBER: _____

(Name)

align="center">(Company)

align="center">(Fax No.)

I will attend the April 16, 2009, NAPM-Denver dinner meeting at the Renaissance Denver Hotel.

ADDITIONAL MEMBER(S) from my Company that will also be attending:

**DINNER PROVIDED AT NO CHARGE TO NAPM DENVER MEMBERS AS PART OF THEIR
NAPM DENVER MEMBERSHIP PROVIDED THEIR MEMBERSHIP IS CURRENT/PAID**

PLEASE HONOR YOUR RSVP

GUEST THAT WILL BE ATTENDING: Note: You must also contact Carol Coke at (303) 444-7056 to make arrangements for guest(s) - cost is \$25.00 per person).

Please fax, or e-mail, this completed reservation form to:

James W. Branaugh, C.P.M.
NAPM-Denver Reservations Chair

E-MAIL TO:

jbranaugh@tristategt.org

(NOTE--- E-MAIL RESERVATIONS PREFERRED)

OR

FAX NUMBER: (303) 431-7885

Please note: Reservations are required for dinner.

BIOS FOR DIRECTOR CANDIDATES

1-Year Directors (Vote for two)

Wendy Albrecht, C.P.M. has 14 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 7 years she has managed the purchasing department at Sounds True, a small publishing company in Louisville, Colorado. She has a B.S. degree in Business Management and recently earned the C.P.M. She is interested in assisting NAPM-Denver with the pre-dinner meetings.

Fred Lehn, Manager of Procurement & Subcontracts for Raytheon Polar Services Company has performed various Supply Chain Management functions including management of and work in expediting, buying, and subcontract administration. He worked 12 years with a Colorado manufacturing company and over 25 years in the Engineering and Construction industries. He has worked both commercial and Government projects and currently supports scientific research in Antarctica for the prime contractor to the National Science Foundation, United States Antarctic Programs. Oversight includes all procurement and subcontracting requirements for all U.S. Antarctic Research Stations and two ice class research vessels. Fred joined NAPM Denver in 1975 and continues to promote and support NAPM/ISM for the professional attributes and training they provide to the purchasing and supply management profession.

2-Year Directors (Vote for one)

Bob Eggleston has worked at Ball Aerospace & Technologies for 20 years. He is currently a Commodity Specialist III, purchasing good and services such as machining, magnetics, mechanical assemblies and managing small subcontracts. He began his career at Ball Aerospace as a temporary janitor. He has served on the Pre-Dinner Seminar Committee since 2003. He and his wife Judy have 3 adult children and 3 granddaughters.

Jarrod McDaniel has held various supply chain and finance functions in the telecom (Qwest and Level 3), automotive (CSK Auto) and high tech (Sun Microsystems) industries. His hobbies include camping, fishing, hiking, traveling, and tinkering on his truck. Jarrod enjoys tinkering on cars so much he earned the ASE certification. His supply chain-related certifications include the C.P.M. and CPIM. The native Phoenician earned his bachelor's degrees in finance and management from Arizona State University, and did his master's work at Villanova in commercial and government contracting. Jarrod has spent the last several years on the NAPM board as a Director and during the last two years as chair of both the Pre-Dinner and Vendor Show committees.

5-Year Director

Jo Ann Rose is a Sr. Supply Analyst in the Global Procurement Department at the Molson Coors Brewing Company. Prior to Molson Coors, Jo Ann spent two years working in Operations at the Coors Distributing Company, and also worked at Nortel Networks (Level 3 Account Team) as a Planner in Operations. Jo Ann has vast experience with supply chain including 18 years as a supervisor in the Order Department providing forecasting for Materials Requirement Planning (MRP) and has also worked in banking and the health care industry. Jo Ann has her undergraduate degree, with a major in Business Administration and a minor in Business Management. She has also completed two of the four exams towards her C.P.M. In her spare time she enjoys spending time with her husband of 28 years and her two sons 23 & 25 camping and fly-fishing in our beautiful State of Colorado.

NAPM-DENVER PRESENTS...

Spring Seminar 2009

FUNDAMENTALS OF PURCHASING

THURSDAY, APRIL 9, 2009

8:00 A.M. - 4:30 P.M.

RENAISSANCE DENVER HOTEL
3801 QUEBEC STREET, DENVER, CO 80207

Who Should Attend

Persons new to purchasing and supply management should attend. Experienced purchasing and supply management professionals wishing to refresh and update their skills; and personnel who interface with purchasers or suppliers, including those from production, transportation, distribution, and engineering will find this course helpful.

You Will Learn...

The program begins with an overview of purchasing and supply management and covers fundamentals including legal aspects, sources of supply, negotiations, quality, and ethical issues. Recently developed techniques such as e-commerce will also be covered. Participants will learn through a variety of teaching methods, such as case studies, lecture, and group discussions.

Instructor:

Rogers Coke, CPSM, C.P.M., CPPO holds a B.S. in Business Administration and an M.B.A. from the University of Colorado at Boulder. Rogers was a supervisor and purchasing agent at the University of Colorado at Boulder for 32 years and was also a buyer for Maxtor Corporation for two years. Rogers has taught classes in purchasing and management subjects for the University of Colorado Extended Studies Program, Red Rocks Community College, NAPM-Denver, NAPM-Central Nebraska, NAPM-Western Colorado and NAPM-Wyoming.

REGISTRATION FEE: NAPM MEMBER: \$375 NON-MEMBER \$425

Study materials and Lunch included in Fee.

7 credit hours/class hours will be earned towards CPSM, C.P.M or A.P.P. Re-certification.

NAME: _____ COMPANY NAME: _____

COMPANY ADDRESS: _____

CITY, STATE, ZIP: _____

PHONE: _____ FAX: _____ E-MAIL: _____

CREDIT CARD #: _____ EXPIRATION DATE: _____

Please Send Registration and Payment to NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304 or Fax to: 303-444-7056.

2009 C.P.M. Exam Review Sessions

Module 3: Value Enhancement May 9, 2009

Module 4: Management July 11, 2009

If you are planning to take the C.P.M. exams and are experiencing the “**exam anxiety**” or “**test trauma**”, this seminar will help you better prepare to successfully take the exams. It is designed to augment and focus your studies with detailed discussion of what the exams are all about and how they differ from any other types of exams you may have taken. The review covers the specific topics in each module, as well as study and test taking tips. You have the opportunity to take simulated exams, diagnose your strengths & weaknesses, and discuss the rationale behind the “most right” answer with other purchasing professionals. Classes will be offered in rotation every two months.

It is strongly recommended that you purchase the C.P.M. Study Guide.

8:30 AM to 4:30 PM

Holiday Inn Express

I 70 and Kipling

Wheat Ridge CO

(Map & detailed directions provided prior to class.)

Conducted for NAPM-Denver by Sandra M. Schmitzer, C.P.M., A.P.P.

Attendees can receive 7 hours education credit toward C.P.M. or A.P.P. recertification/reaccreditation for each session.

\$150 for one or \$275 for two

Registration Fees for non-members: \$200 per session

REGISTRATION FORM

Send this form with accompanying check made payable to NAPM-Denver, Inc. to:

NAPM-Denver, Inc.

Attn: Carol Coke

3525 Copper Street

Boulder CO 80304

303-444-7056

Name: _____

Company: _____ e-mail: _____

Address: _____

City, State, Zip: _____

Phone: _____ fax: _____

Sessions for which you are registering: 3 _____ 4 _____