



## APRIL 2010

### NAPM-Denver Calendar

<p><b>April 9</b></p> <p><a href="#">NAPM-Denver Spring Seminar: Fundamentals of Purchasing</a> Renaissance Denver Hotel 8:00 a.m.</p>	<p><b>April 15</b></p> <p><a href="#">NAPM-Denver Webinar How To Manage Your Service Providers &amp; Ensure Compliance By All Parties</a> 12:00 Noon to 1:00 p.m.</p>	<p><b>April 15</b></p> <p><a href="#">Vendor Exhibition</a> Denver Renaissance Hotel 4:30 to 6:30 p.m</p>	<p><b>April 15</b></p> <p>Dinner Meeting Denver Renaissance Hotel 5:30 (Seminars) 6:45 (Dinner) <a href="#">Reservation Form</a></p>	<p><b>April 25-28</b></p> <p>ISM <a href="#">International Supply Management Conference and Educational Exhibit</a> San Diego, CA</p>
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### DINNER SPEAKER – APRIL 15

#### **The Case for Contracting with MBE's Presented by: Stan Sena**

Mr. Sena, President & CEO of the Rocky Mountain Minority Supplier Development Council, will discuss the role of the Rocky Mountain MSDC in the corporate supply chain. He will highlight the role that RMMSDC plays as the link between contracting personnel in the corporate arena and certified and qualified minority business enterprises. Mr. Sena will share with the attendees his insights as to why it is good business to do business with certified minority enterprises.

The mission of the Rocky Mountain MSDC is to drive the growth of Minority Business Enterprises through business relationships with corporations, government, academic entities, and others. The Rocky Mountain MSDC is one of 38 regional councils in the National Minority Supplier Development Council, Inc. (NMSDC) network and has a membership comprised of nearly 100 major corporations and/or their divisions, and 200 MBE constituents. NMSDC provides the Rocky Mountain MSDC members extended outreach and access to more than 3,500 corporations and more than 15,000 certified minority-owned businesses.

Gain new insights for contracting with MBE's and how to apply them in your work. Make your reservation now at <http://www.napmdenver.org/DinnerReservationForm.html>.

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

1. **Supplier Diversity Programs** - Speaker: Colleen Mayer, Director of Supplier Diversity, MillerCoors Brewing Company
2. **Seven Secrets of Strategic Sourcing** - Speaker: Diane Brown, Diane Brown Consulting
3. **Production Planning** – Speaker: Bob Forshay, Certified Lean Master, Vice President, Transformance Advisors

## **April 15 is Supplier Diversity Night. . . .**

NAPM-Denver will host a vendor show featuring minority owned businesses offering a variety of services from recruiting to construction to telecommunications, beginning at 4:00pm. A 5:30 pre-dinner seminar, “Managing Successful Supplier Diversity Programs” will be presented by Colleen Mayer, Director of Supplier Diversity, MillerCoors Brewing Company. After dinner speaker Stan Sena, President of the Rocky Mountain Minority Supplier Diversity Council (RMMSDC) will present “The Case for Contracting with Minority Business Enterprises (MBE’s).

## **. . . And Election Night**

Voting for new directors will take place at the April 15 Dinner meeting. Candidates this year are: Fred Lehn (5-year Director), Debbie Rowe (2-year Director), Wendy Albrecht (1-year director), Scott Stark (1 year director) See their biographies below.

## **COMMITTEE OF THE MONTH: PROFESSIONAL DEVELOPMENT**

The Professional Development Committee manages the one and two-day seminars that are given three or four times a year and the Certified Professional in Supply Management (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 manages one-half day ISM Satellite Seminars by providing a facilitator and materials for the seminar, and promotes the CPSM program by providing information at the check-in table at monthly dinner meetings.

Please contact the chair, Doug Henninger, C.P.M. for questions and to volunteer on this committee:

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

## BUSINESS CONDITIONS SURVEY

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

The local Denver Manufacturing economic index decreased slower with an index of 49.4 in February. This compares to January's decrease of 47.2. The Production index was 56.7, a slower increase than January's 58.3 rate. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 56.5 percent, a decrease of 1.9 percentage points when compared to January's seasonally adjusted reading of 58.4 percent.(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 with an index of 49.2 in February. Lead times increased in February with an index of 57.4.

The New Orders Index decreased slower with an index of 42.9 in February. The Raw Materials Inventory and the Finished Goods Inventory Indices decreased in February.

February's Employment Index increased in February with an index of 53.3. This compares to a decrease in January. The Availability of Skilled Workers Index increased and the Availability of Unskilled Workers Index remained unchanged in February.

The local Denver Non-Manufacturing economy increased in February with the Denver Non-Manufacturing PMI at 55.5. The Production Index was 63.3. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing Index registered 53 percent, indicating growth in the non-manufacturing sector for the second consecutive month. ISM's Non-Manufacturing Business Activity Index in February registered 54.8 percent, an increase of 2.6 percentage points when compared to the seasonally adjusted 52.2 percent registered in January.

The overall Price Index of the Denver Non-Manufacturing Survey registered 50.4 in February. Lead times in our Denver survey increased in February with an index of 50.6.

The New Orders Index increased with an index of 65.4 in February. The Raw Materials Inventory Index remained unchanged and the Finished Goods Inventory Index decreased in February with an index of 45.8.

The Employment Index decreased with an index of 37 in February. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices increased 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).

## WELCOME NEW MEMBERS

ShariKay Alves - Covidien  
Frank Benko – Covidien  
Brandon Bontrager, C.P.M. – Anadarko Petroleum Corp  
Sarah Buell – XCEL Energy  
Erik Challeen – RAS & Associates  
Ling-Yuan Chang – University of Denver  
Shawn Daniels – United States Postal Service  
Delia Gablehouse - Covidien  
Kim Guerrero – XCEL Energy  
Brian Montgomery - Covidien  
Mary Kay Murphy – Qwest Communications  
Ronan Murray – OldCastle Materials  
Brian Owen – XCEL Energy  
Murugan Palani – XCEL Energy  
Michael Perkins, C.P.M. – XCEL Energy  
Scott Raecker - Encana  
Edward Rey – Pikotek  
Marty Rykiel – Kiewit Corp.  
JC Sanders, Jr – City of Thornton  
Louis Turf - Covidien  
Tim Wachter  
John Westcott – American Blue Ribbon Holdings  
Pamela Zaeske - Swisslog

## CONGRATULATIONS TO...

### Re-certified A.P.P.

Grace Mills, C.P.M. – Caridian BCT

### New C.P.M.s

Kim Guerrero, C.P. M. – XCEL Energy  
Linda Gustin, C.P.M. - Dean Foods  
Marilynn Livingston, C.P.M. – Johns Manville  
Roy Montoya, C.P.M. – Calfrac Well Services Corp  
Debra Rowe, C.P.M. – Raytheon Polar Services  
Aldea Wolther, C.P.M. - NextGen Information Services Inc.

## 2009-2010 NAPM-DENVER OFFICERS

<b>President</b>	Dorothy Cohen, C.P.M.		(303) 494-0458
<b>Past President</b>	Dan Marin, C.P.M.	Cricket Communications	(720) 374-8076
<b>President Elect</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<b>Executive Director</b>	Carol Coke	NAPM-Denver, Inc.	(303) 444-7056
<b>Treasurer</b>	Kelly Mickelson, C.P.M.	Adams County School District 50	(303) 428-3535
<b>Secretary</b>	Jo Ann Rose, C.P.M.	Molson Coors Brewing Company	(303) 927-2405
<b>2-Year Director</b>	Bobby Eggleston, C.P.M.	Ball Aerospace	(303) 939-6310
<b>2-Year Director</b>	Sandra Schmitzer, C.P.M.		(303) 447-1438
<b>1-Year Director</b>	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151
<b>1-Year Director</b>	Fred Lehn	Raytheon Polar Services	(720) 568-2369

## 2009-2010 NAPM-DENVER COMMITTEE CHAIRS

<b>Arrangements</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<b>Educational Resources</b>	John Hiatt, CPSM, C.P.M.	Group Publishing	(970) 292-4560
<b>Membership</b>	Ginger Young, C.P.M.		(303) 471-2920
<b>Newsletter</b>	Deb Egan, C.P.M.	Qwest Corporation	(303) 707-5588
<b>Pre-Dinner Seminars</b>	Jo Ann Rose, C.P.M.	Molson Coors Brewing Co.	(303) 927-2405
<b>Presidential Advisory</b>	Sandra Schmitzer, C.P.M.		(303) 447-1438
<b>Professional Development</b>	Doug Henninger, C.P.M.	Denver Water	(303) 628-6769
<b>Programs</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<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

## **BIOS FOR DIRECTOR CANDIDATES**

### **1-Year Director Wendy Albrecht, C.P.M.**

**Wendy Albrecht**, C.P.M., Purchasing Manager at Sounds True, Inc. has 15 years of purchasing experience in a variety of supply chain areas, including manufacturing, wholesale distribution, and publishing with responsibilities ranging from buying raw materials, sourcing overseas products, and outsourcing services. For the last 8 years she has managed the purchasing department for a small publishing company in Louisville, CO. She holds a B.S. degree in Business Management and is a C.P.M. Wendy is currently a 1-Year Director for NAPM-Denver and chair of the Public Relations/Marketing Committee.

### **1-Year Director Scott Stark**

**Scott Stark**, has almost 20 years experience in the Purchasing/Supply Chain Industry. For the past eight years Scott has been employed by the Coors Brewing Company (most recently MillerCoors) in Golden, and currently holds a position as Procurement Analyst. Prior to MillerCoors, Scott held positions with the following companies: Quark, Inc. – Buyer; JD Edwards, Inc. – Senior Buyer; ICG Communications – Commodity Manager and Purchasing Supervisor. Scott also worked at Qwest Communications as a Billing Manager, and has previous experience in the health care sector. Scott has an undergraduate degree from Colorado Christian University in Lakewood with a major in Organizational Management, and a minor in Human Resources. Scott currently co-chairs the NAPM-Denver Pre-Dinner Seminar Committee, and is studying for the CPSM exam.

### **2-Year Director Debra (Debbie) Rowe, C.P.M.**

**Debbie Rowe**, C.P.M., Buyer for Raytheon Polar Services Company has performed various Supply Chain Management functions including administrative work, expediting and purchasing. She has been with the United States Antarctic Program (USAP) since September 1990 working her way up from administrative duties to her current buying position. She has purchased a wide variety of materials in support of the USAP. Prior to becoming a part of the Antarctica support group she worked in several administrative positions for seventeen years. Debbie was a member of NAPM-Denver from 1996-1997 and became active again in 2007. She recently obtained her C.P.M.

### **5-Year Director Fred Lehn**

**Fred Lehn**, Manager of Procurement & Subcontracts for Raytheon Polar Services Company has performed various Supply Chain Management functions including Expediting, Buying, and Subcontract Administration. Fred spent 12 years with a Colorado manufacturing company and over 25 years in the Engineering and Construction industry. 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 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-Denver/ISM for the professional attributes and training they provide to the Purchasing and Supply Management profession. He is currently serving the on the NAPM-Denver Board of Directors as a one-year Director.

# NAPM-DENVER SPRING SEMINAR 2010

## FUNDAMENTALS OF PURCHASING

FRIDAY, APRIL 9, 2010

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. You may also register on the web at: [www.napmdenver.org](http://www.napmdenver.org).

