



**DECEMBER 2009**

## **No Dinner Meeting this Month**

### **IMPORTANT BALLOT COMING YOUR WAY**

On December 3, 2009, ISM will mail all its members a ballot requesting a change to its bylaws. The change, if it is approved, would allow sales people to join ISM. Because our bylaws must mirror ISM's, NAPM-Denver would also be required to open its membership to people in sales. This change would alter the composition of the membership of NAPM-Denver in a way that the Board of Directors believes would be detrimental to the organization. The NAPM-Denver Board of Directors recommends that you vote against this change. These issues are often decided by a small number of votes. Online voting opens December 3; deadline to receive ballots (by mail, fax or online) is Thursday, January 14 by 11:30 a.m. MST. We urge you to respond by voting and returning this ballot in a timely manner.

### **COMMITTEE OF THE MONTH**

The Pre-Dinner Seminars Committee plans and facilitates the seminars that start at 5:30 PM 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:

Jo Ann Rose, C.P.M.  
Molson Coors Brewing Co  
Tele: 303 927-2405

Email: [joann.rose@molsoncoors.com](mailto:joann.rose@molsoncoors.com)

### **BUSINESS CONDITIONS SURVEY**

The local Denver manufacturing economic index increased with an index of 51.4 in October. This is a turn from September's index of 39.1. The Production index was 66.7. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 55.7 percent, which is 3.1 percentage points higher than the 52.6 percent reported in September, and the highest reading for the index since April 2006 (56 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 was 57.5 in October. Lead times increased in October with an index of 65.

The New Orders Index registered 50 in October. The Raw Materials Inventory Index remained unchanged and the Finished Goods Inventory Index increased in October.

October's Employment Index decreased in October. The Availability of Skilled Workers Index decreased with an index of 37.5 and the Availability of Unskilled Workers Index remained unchanged in October.

The local Denver Non-Manufacturing economy decreased in October with the Denver Non-Manufacturing PMI at 45.9. The Production Index was 54.6. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing NMI (Non-Manufacturing Index) registered 50.6 percent, indicating expansion in the non-manufacturing sector for the second consecutive month since August 2008. ISM's Non-Manufacturing Business Activity Index in October registered 55.2 percent, an increase of 0.1 percentage point when compared to the 55.1 percent registered in September. Nine industries reported increased business activity, and seven industries reported decreased activity for the month of October.

The overall Price Index of the Denver Non-Manufacturing Survey registered 50.9 in October. Lead times in our Denver survey increased overall in October. The New Orders Index remained unchanged with an index of 50 in October. The Finished Goods Inventory Index decreased in October with an index of 30.

The Employment Index decreased with an index of 45.5 in October. The Availability of Skilled Workers Index increased and the Availability of Unskilled Workers Index decreased in October.

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**

Debra Bate – Great West Life  
Steve Clevenger – EchoStar Technologies  
Lelia Coveney – Great West Life  
Debbie Cuvelier – Great West Life  
Jeff Deitemeyer – EchoStar Technologies  
Michele Edwards – Gates Corporation  
Anthony Galletta, Jr. – EchoStar Technologies  
Matt Harless – EchoStar Technologies  
Doreen Hinsley – Great West Life  
Aaron Hoover – MillerCoors  
Kelly Hunter – EchoStar Technologies  
Steve Iskra – EchoStar Technologies  
Joyce Loew – Capgemini US  
Chevian Mathew – EchoStar Technologies  
Wayne McGurk – First Data Corp  
Kathy Nuanes – StarTek USA  
Colin Pwell – EchoStar Technologies  
Judy Seibert – EchoStar Technologies  
Patti Stephens – EchoStar Technologies

**CONGRATULATIONS TO...**

New C.P.M.

Jo Ann Rose, C.P.M. - Molson Coors Brewing Company

New Lifetime C.P.M.

Timothy Brockman, C.P.M. – US Postal Service

Re-Certified C.P.M.s

Deborah Egan, C.P.M. Qwest

Joyce Hoffman, C.P.M. – Qwest

Steve Meyer, C.P.M. – Vicorp Restaurants

New CPSM

Mathew Cardamon, CPSM, C.P.M. – LaFarge North America

**LAST PAPER ISSUE**

This is your last paper issue of the *Buyline*. Beginning in January 2010, the newsletter will be e-mailed to you. If Carol Coke does not have your current e-mail address or if you don't want it e-mailed to you, please get in touch with her. The *Buyline* and the Calendar of Events will be posted online at <http://www.napmdenver.org/newsletter.pdf> .

**NAPM-DENVER CALENDAR**

December 3: Webinar: On-Shore/Off-Shore Negotiations, 12:00 noon to 1:00 PM

January 14: Webinar: - Bottom Line Negotiations, 12:00 noon to 1:00 PM

January 21: Dinner Meeting, Denver Renaissance Hotel, 5:30 (Seminars), 6:45 (Dinner)

January 23: CPSM Review, Exam One: Foundation of Supply Management, and CPSM Bridge Exam Review, 8:00 AM – 5:00 PM, Renaissance Denver Hotel

January 29: NAPM-Denver Winter Seminar – Value-Added Negotiations, 8:00 AM – 4:30 PM Renaissance Denver Hotel

**2009-2010 NAPM-DENVER OFFICERS**

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

## 2009-2010 NAPM-DENVER COMMITTEE CHAIRS

Arrangements	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
Educational Resources	John Hiatt, CPSM, C.P.M.	Group Publishing	(970) 292-4560
Membership	Laura Simpkins, C.P.M.	IHS	(303) 397-2396
Newsletter	Deb Egan, C.P.M.	Qwest Corporation	(303) 707-5588
Pre-Dinner Seminars	Jo Ann Rose, C.P.M.	Molson Coors Brewing Co.	(303) 927-2405
Presidential Advisory	Sandra Schmitzer, C.P.M.		(303) 447-1438
Professional Development	Doug Henninger, C.P.M.	Denver Water	(303) 628-6769
Programs	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
Webmaster/Business Survey	Rogers Coke, CPSM, C.P.M.		(303) 444-1924
Marketing	Kha Le	Webslinger, LLC	(303) 881-8756