

January 2008

DINNER MEETING JANUARY 17

Trends for the future - dealing with the changing workforce

Talent – to stay competitive and agile today's businesses are looking beyond the internal workforce and traditional temporary labor to harness the skills of those highly skilled individuals who can provide the services they need, when they need them. Indirect services procurement is at an all time high, transforming the way companies find and leverage outside talent. How do you leverage the trend to create value for your organization?

Today's employment landscape looks entirely different than that of even 20 years ago. Work today is being done by a diverse mix of individuals connected to their organizations in myriad ways: from contract employment, to hourly work, to short-term engagements to consulting relationships. Organizations have to find new ways to find talent and leverage human capital to ensure a competitive advantage.

Today's best-in-class businesses need the power of independent talent to stay agile and competitive. January's speaker, **Ashley Schmidt**, will address the foundations of this workforce transformation, and identify and interpret trends shaping tomorrow's business strategies; how these conditions affect how organizations develop, manage and use supply relationships to deliver increased value; and Ashley will answer questions about safely and quickly engaging contract talent.

Ashley Schmidt is employed by iQNavigator Marketing.



NAPM-Denver Calendar

2008

January 17

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

January 19, 2008

C.P.M. Exam Review
Module 3: Value Enhancement
Front Range Community College
8:30 a.m.

February, 7 2008

ISM Satellite Seminar: *Market Intelligence for Supply Professionals*
Auraria Higher Ed Center
8:00 a.m.

February 21

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

**Happy
New
Year!**

**2007-2008
NAPM-DENVER
OFFICERS**

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1-Year Director

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303-987-7673

1-Year Director

Noel Matthews
Front Range Comm. College
303-404-5450

PRE-DINNER SEMINARS

Supplier Performance
RFXs
Software Purchasing



BUSINESS CONDITIONS SURVEY

By Rogers Coke, C.P.M.

The local Denver Manufacturing economy improved in December with an index rate of 51.7. November's index was 50. The Production index increased in December with a rate of 53.2. This reversed November's decline. November's Production index was 47.5. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 47.7 percent, a decrease of 3.1 percentage points when compared to November's reading of 50.8 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 slightly slower rate than in November. All sectors increased except for the Computers sector which decreased. Lead times in our Denver survey increased in December at a slightly slower rate than in November. The MRO and Services sectors decreased and the other sectors increased. The New Orders Index remained unchanged in December. The Imports Index increased at a slower in December compared to November. The Raw Materials Inventory Index remained unchanged in December. The Finished Goods Inventory Index decreased at a slower rate than in November. The Employment Index decreased in December.

The local Denver Non-Manufacturing economy increased at a slightly slower rate in December as the Denver Non-Manufacturing PMI was 53.1. November's index was 53.8. However, the Production Index decreased with an index of 40.9 which compares to November's rate of 54.2. The Denver Non-Manufacturing Production Index compares to the Institute for Supply Management's (ISM) Business Activity/Production Index of 53.9 percent, indicating a slightly slower rate of growth in business activity compared to November.

The overall Price Index of the Denver Non-Manufacturing Survey increased at a slower rate in December. The Capital Goods, Raw Materials, Components and Services sectors increased and the MRO and Computer sectors remained unchanged.

Lead times in our Denver Non-Manufacturing survey increased at a faster rate in December. The Raw Materials, Components and Computers sectors increased and the MRO, Capital Goods and Services sectors remained unchanged. The New Orders Index remained unchanged in December. The Raw Materials Inventory Index increased and the Finished Goods Inventory Index remained unchanged in December. December's Employment Index increased at a faster rate. The Availability of Skilled Workers remained unchanged and the Availability of Unskilled Workers Index decreased in December.

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 Pre-Dinner Seminars Committee

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 the meeting.

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

Jarrold McDaniel, C.P.M.
Level 3 Communications
Tel: 720 888-1103
Email: Jarrod.McDaniel@level3.com

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COMMITTEE CHAIRS

Arrangements

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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.

WELCOME NEW MEMBERS

- Richard Cahill – Oppenheimer Funds
- Cristy Gonzalez – Holcim Inc.
- Roscoe Hill – EnCana Oil & Gas
- Cecilia Lawson – City & County of Denver
- Pauline Mena – Oppenheimer Funds
- Deborah Moore – LaFarge
- Melissa Priest - LaFarge
- Emma Sellars – LaFarge
- Corey Stabb – Kinder Morgan
- Marilyn Stopp - Comcast
- Kristen Zolitor – Gilead Colorado



CONGRATULATIONS TO.....

Recertified C.P.M.

Jenny Olberding, C.P.M. – Boulder County

Recertified A.P.P.

Karen Kratowicz, A.P.P. – Qwest Communications



NAPM-DENVER DINNER RESERVATIONS

Renaissance Denver Hotel

JANUARY 2008

******RSVP DUE prior to Noon, Friday, January 11, 2008******

NAPM DENVER MEMBER: _____

(Name)

(Company)

(Fax No.)

I will attend the January 17, 2008, 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

(03)

PLEASE HONOR YOUR RSVP

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.

C.P.M. EXAM REVIEW
MODULE 3 – VALUE ENHANCEMENT
JANUARY 19, 2008

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
Front Range Community College
112th and Federal
Westminster 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.

Module 4: Management
Module 1: Purchasing Process
Module 2: Supply Environment

March 15, 2008
May 17, 2008
July 12, 2008

\$150 for one or \$275 for two or \$450 for FOUR...

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: All _____ (\$450) 1 _____ 2 _____ 3 _____ 4 _____



NAPM-Denver Presents: Satellite Seminar

“Market Intelligence for Supply Professionals”

Thursday February 7, 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

What is market intelligence? How can it be used in strategic sourcing? What should you consider when building a market intelligence program? Many companies are finding that information is a critical component of the sourcing process. How much they know about their suppliers and the market helps not only in negotiating, but in controlling costs and determining project success. This program will look at where and how to obtain information and how to use it to achieve success

Future Satellite Seminar Topic:
4/17/08 “Supply Management’s Role in Sustainability”

Satellite Seminar Registration

Name: _____ Member _____ \$60 (2/7/2008)
Company: _____ Non-Member _____ \$95 (2/7/2008)
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

C.P.M. EXAM REVIEW
MODULE 4 – MANAGEMENT
MARCH 15, 2008

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.

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112th and Federal
Westminster 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.

Module 1: Purchasing Process
Module 2: Supply Environment
Module 3: Value Enhancement

May 17, 2008
July 12, 2008
September 13, 2008

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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: All _____ (\$450) 1 _____ 2 _____ 3 _____ 4 _____