

## JANUARY 2010

### DINNER SPEAKER

#### Growth And Transformation During Turbulent Times

As we begin our 2010 meetings NAPM-Denver proudly welcomes **Mr. Ron Schnur** back to our podium as he shares his professional experience and leadership roles in discussion of WhiteWave Foods – managing through growth, and procurement and supply chain transformation - lessons learned. Ron brings a wealth of knowledge of our profession and is eager to share it with us.

Ronald D. Schnur is currently Vice President - Dairy Supply and Operations for WhiteWave Foods and is responsible for providing strategic, financial and operational leadership for the dairy supply chain and operations team of 115. He also provides direct support for the Horizon Organic Business Unit. Most recently, Ron was vice president--procurement and supplier management for Sears Holdings Management Corporation. Prior to joining Sears Holdings, he was vice president--strategic sourcing for Coors Brewing Company in Golden, Colorado where he was responsible for all procurement and supplier management activities.

Ron received his bachelor's degree from Indiana University – Bloomington and his MBA degree from Penn State. Currently, he serves on the ISM 2009 Board of Directors. He has also served as a board member of the National Minority Supplier Development Council and its Corporate Plus Committee, the Penn State MBA Advisory Board, the Conference Board Procurement Council Purchasing Roundtable, and the Denver Hispanic Chamber of Commerce. He is the 2006 recipient of the Robert Pashek award from Penn State.

### NAPM-Denver Calendar

#### **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

#### **February 18**

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

#### **February 24**

Webinar  
Foreign Trade Zones  
12:00 noon to 1:00 PM

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

### **Transportation And Logistics**

A Current View Of Transportation  
And Logistics

Presented By: Toni Brock, Adcom  
Worldwide Transportation

### **The People Side Of Change Management (Continued)**

Presented By: Gary Vansuch

### **Vendor Managed Inventory -**

The Benefits And Value Of  
Vendor Managed Inventory;

Presented by: Jamey Miller,  
CPIM, C.P.M., PMP; Tendril

## WELCOME NEW MEMBERS

**Christine Purvis** - Colomer USA

**Shane Dupre**

## CONGRATULATIONS TO...

### **New C.P.M.**

**Melissa Walker, C.P.M.** - US Postal Service

## COMMITTEE OF THE MONTH: MEMBERSHIP COMMITTEE

The Membership Committee recruits new members, manages check-in of members and guests at the dinner meetings, and conducts orientation meetings for new members. Duties include verifying qualifications for membership and submitting new members to the NAPM-Denver Board of Directors for approval.

Duties also include staffing the check-in table at dinner meetings and arranging and hosting the new member orientation classes.

If you are interested in helping with this committee, or have questions, contact Carol Coke:

Carol Coke  
Executive Director  
NAPM-Denver  
Telephone: (303) 444-7056  
[carol@napmdenver.org](mailto:carol@napmdenver.org)

## **BUSINESS CONDITIONS SURVEY**

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

The local Denver Manufacturing economic index increased with an index of 57.9 in November. This is a faster rate of increase compared to October's index of 51.4. The Production index was 55. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 53.6 percent, a decrease of 2.1 percentage points when compared to October's reading of 55.7 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 56 in November. Lead times increased in November with an index of 62.9.

The New Orders Index registered 60 in November. The Raw Materials Inventory and the Finished Goods Inventory Indices remained unchanged in November.

November's Employment Index increased in November with an index of 58.3. The Availability of Skilled Workers Index increased with an index of 54.6 and the Availability of Unskilled Workers Index decreased in November.

The local Denver Non-Manufacturing economy decreased in November with the Denver Non-Manufacturing PMI at 38.2. The Production Index was 40.9. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing NMI (Non-Manufacturing Index) registered 48.7 percent, indicating contraction in the non-manufacturing sector after two consecutive months of expansion. ISM's Non-Manufacturing Business Activity Index in November registered 49.6 percent, a decrease of 5.6 percentage points when compared to the 55.2 percent registered in October.

The overall Price Index of the Denver Non-Manufacturing Survey registered 56.6 in November. Lead times in our Denver survey decreased overall in November.

The New Orders Index remained unchanged with an index of 50 in November. The Finished Goods Inventory Index showed a decrease in November with an index of 30 which was the same as in October.

The Employment Index decreased with an index of 31.8 in November. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices increased in November.

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)

## 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>	Laura Simpkins, C.P.M.	IHS	(303) 397-2396
<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>Marketing</b>	Kha Le	Webslinger, LLC	(303) 881-8756

# Happy New Year

**Please recycle or pass along to a potential new member.**



*NAPM-Denver publishes Purchasing Buylines 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 Deb Egan at (303) 707-5588 or fax to (303)-391-1860. For business information about NAPM-Denver, Inc. call Carol Coke, Executive Director at (303) 444-7056.*

# NAPM-DENVER DINNER RESERVATIONS

For January 21, 2010

Renaissance Denver Hotel

**\*\*\*RSVP DUE prior to Noon, Friday, January 15, 2010 \*\*\***

NAPM-DENVER MEMBER:

\_\_\_\_\_

*(Name)*

\_\_\_\_\_

*(Company)*

\_\_\_\_\_

*(Fax No.)*

I will attend the January 21, 2010 NAPM-Denver dinner meeting at the Renaissance Denver Hotel.

ADDITIONAL MEMBERS 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 and dues paid.**

**RESERVATIONS ARE REQUIRED FOR DINNER. If you make one, please honor it.**

GUEST(S) THAT WILL BE ATTENDING: Note: You must also contact Carol Coke at (303) 444-7056 to make arrangements for guest(s) - cost is \$35.00 per person).

\_\_\_\_\_

\_\_\_\_\_

Please e-mail this completed reservation form to:

[napm.rsvp@hotmail.com](mailto:napm.rsvp@hotmail.com)

**PLEASE NOTE: NEW E-MAIL ADDRESS FOR RESERVATIONS**

# CPSM REVIEW

## EXAM ONE: FOUNDATION OF SUPPLY MANAGEMENT

**DATE:** Saturday January 23, 2010  
**TIME:** 8:00 a.m. – 5:00 p.m.  
**PLACE:** Renaissance Denver Hotel  
3801 Quebec Street, Denver, CO 80207

This one-day program is designed to assist the attendee in understanding the content and organization for Exam 1 (Foundation of Supply Management of the Professional in Supply Management) in the certification exam series. To get the most out of this session, each attendee should purchase a Study Guide from ISM and have read thoroughly the material on exam one, bringing questions to the class.

### Program Content:

The CPSM Examination Process

Exam One: Content and Organization Review

- Contracting & Negotiations
- Cost & Finance
- International
- Social Responsibility
- Sourcing
- Supplier Management

Review/Wrap-up

### Instructor:

Diane Brown, C.P.M., is a seasoned strategic sourcing and supply chain executive who has an established track record delivering bottom-line results through sustainable savings. She has over 30 years of direct industry and consulting experience covering a diverse industry and commodity base. Diane is the principal of Diane Brown Consulting, providing clients with comprehensive supply management consulting services.

**REGISTRATION FEE:**      NAPM Member: \$245      Non-Member \$295

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

Name: \_\_\_\_\_  
Company: \_\_\_\_\_ e-mail: \_\_\_\_\_  
Address: \_\_\_\_\_ City, State, Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ fax: \_\_\_\_\_  
Credit Card #: \_\_\_\_\_ Exp. Date \_\_\_\_\_

**Send Registration and Payment to:** NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304 or Fax to: 303-444-7056, **or register online** at: [www.napomdenver.org](http://www.napomdenver.org).  
Questions? E-mail [carol@NAPMDENVER.org](mailto:carol@NAPMDENVER.org).

## CPSM BRIDGE EXAM REVIEW

DATE: Saturday January 23, 2010

TIME: 8:00 a.m. – 5:00 p.m.

PLACE: Renaissance Denver Hotel, 3801 Quebec Street, Denver, CO 80207

The Certified Professional in Supply Management (CPSM) is the Institute for Supply Management (ISM)'s newest certification standard. The CPSM will be relevant internationally and reflect the expanded knowledge, skills and abilities needed to be a successful supply management professional.

The Bridge is a single exam covering contemporary subject matter and material found within the content of the three CPSM exams. The Bridge Exam will be available to test through the end of 2014. **You must be a current C.P.M. to register for the Bridge Exam. You must hold a bachelor's degree from a regionally accredited institution to apply for the CPSM designation.**

The Bridge Exam will cover the following areas: Contracting/Negotiations, Cost/Finance, International Social Responsibility, Sourcing, Supplier Relationship Management, Forecasting, Logistics, Materials & Inventory Management, Organization/Department Assessment, Planning, Product Development, Project Management, Quality, Leadership, Risk and Compliance and Strategic Sourcing.

This CPSM Bridge Exam Review class will help prepare you to take the Bridge Exam by providing helpful study tips, CPSM Bridge Exam content overview and exercises including questions similar in format to ones on the actual test.

**It is strongly recommended that you purchase the CPSM Study Guide from ISM.**

Conducted for NAPM-Denver by Susan Kellar, C.P.M., IHS Inc and Rogers Coke, CPSM, C.P.M.

**REGISTRATION FEE:      NAPM Member: \$245      Non-Member \$295**

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

Name: \_\_\_\_\_

Company: \_\_\_\_\_ e-mail: \_\_\_\_\_

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

Phone: \_\_\_\_\_ fax: \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Exp. Date \_\_\_\_\_

Send Registration and Payment to: NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304  
or Fax to: 303-444-7056, or register online at [www.napmdenver.org](http://www.napmdenver.org).

Questions? E-mail [carol@NAPMDENVER.org](mailto:carol@NAPMDENVER.org).

# NAPM-DENVER WINTER SEMINAR

## VALUE-ADDED NEGOTIATIONS

**DATE:** Friday, January 29, 2010  
**TIME:** 8:00 a.m. - 4:30 p.m.  
**PLACE:** Renaissance Denver Hotel  
3801 Quebec Street, Denver, CO 80207

### About this seminar:

The ability to effectively negotiate is a critical skill in the supply management professional's toolkit. This highly interactive seminar is an excellent review for seasoned negotiators and provides a solid foundation for all supply management professionals.

### Seminar Overview:

- Understanding the negotiation process—the who, what, when, where and why
- Preparing for and conducting negotiations—the critical success factors in successful negotiation outcomes
- Understanding the strengths and opportunities of different negotiating styles—yours and others'
- Developing negotiation strategies customized to your specific negotiating environments

### Instructor:

Diane Brown, C.P.M., is a seasoned strategic sourcing and supply chain executive who has an established track record delivering bottom-line results through sustainable savings. She has over 30 years of direct industry and consulting experience covering a diverse industry and commodity base. Diane is the principal of Diane Brown Consulting, providing clients with comprehensive supply management consulting services.

**REGISTRATION FEE:**           NAPM Member: \$375           Non-Member \$425

Study materials and lunch included in fee. **7 credit hours**/class hours will be earned toward CPSM, C.P.M or A.P.P. re-certification.

Name: \_\_\_\_\_

Company: \_\_\_\_\_ e-mail: \_\_\_\_\_

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

Phone: \_\_\_\_\_ fax: \_\_\_\_\_

Credit Card #: \_\_\_\_\_ Exp. Date \_\_\_\_\_

**Send Registration and Payment to:** NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304 or Fax to: 303-444-7056, or register online at: [www.napmdenver.org](http://www.napmdenver.org).

Questions? E-mail [carol@NAPMDENVER.org](mailto:carol@NAPMDENVER.org).