

March 2008

MARCH 20 – EXECUTIVE NIGHT DINNER SPEAKER

The Economy - What's It All About?

We are all experiencing the common underlying thread in today's headlines, "it's the economy." Regardless of your political affiliation, the economy dictates the fortunes and pressures on the company you work for. The pressures are felt at work, at home, nationally and globally. What does it all mean, to you and to your standard of living? Tonight, **Michael P. Ryan, CFA®** will provide an outlook on the economy.

Michael is head of Wealth Management Research—Americas and Global Investment Recommendations within Global Wealth Management Research, UBS Financial Services. He directs teams of investment strategists and analysts in the Americas, Asia and Europe who are dedicated exclusively to serving the investment needs of individual investors. With more than 20 years experience in the financial industry, Michael is widely recognized as an expert on fixed income markets. Michael has appeared on CNN, CNBC, CNBC Europe, TV Tokyo and Bloomberg Television. He is frequently quoted in *The Wall Street Journal*, Dow Jones News Services, Reuters, *Financial Times*, Nikkei news and Bloomberg.

EXECUTIVE NIGHT is a traditional opportunity for supervisors to attend as guests of NAPM-Denver and learn about the interests and concerns of our profession, as well as the benefits both we and our companies receive through membership in NAPM-Denver. Guests are limited to one per member, and you must make reservations for them in advance by contacting Carol Coke (see enclosed reservation form) **no later than Friday, March 14, 2006. Early reservations are appreciated!** Please take this opportunity to increase your supervisor's awareness of your professionalism. We look forward to seeing you (and your boss) at the March meeting. An invitation is enclosed.

NAPM-Denver Calendar

March 15

C.P.M. Exam Review
*Module 4:
Management*
Front Range CC
8:30 AM

March 20

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

April 17

ISM Satellite Seminar: *Supply
Management's Role in
Sustainability*
Auraria Higher Ed Center
8:00 a.m.

April 17

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

May 4 to May 7

ISM International Conference
St. Louis, MO



2007-2008
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303-447-1438

PRE-DINNER SEMINARS

- **Small Business Purchasing:** How David can compete in a world of Goliaths
- **Body Language:** How to get what you want by letting your body do the talking.
- **Commodity Series – Transportation:** How to pick a transportation provider that takes you where you want to go.



BUSINESS CONDITIONS SURVEY

By Rogers Coke, C.P.M.

▪ The local Denver **Manufacturing** economy declined in January with an index rate of 39. December's index was 51.7. The Production Index also reversed itself in January with a rate of 22.2. December's Production Index was 53.2. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 50.7 percent, an increase of 2.3 percentage points when compared to December's seasonally adjusted reading of 48.4 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 slower rate than in December. All sectors increased except for the Computers sector which decreased at a faster rate than in December. Lead times in our Denver survey increased in January at a faster rate than in December. The MRO and Raw Materials sectors remained unchanged, while the other sectors increased. The New Orders Index declined greatly from January. The Imports Index increased at a faster rate in January compared to December. The Raw Materials Inventory Index declined in January. The Finished Goods Inventory Index decreased at a faster rate than in December.

▪ January's Employment Index increased in January. The Availability of Skilled Workers Index decreased at a slower rate than in December and the Availability of Unskilled Workers Index remained unchanged.

The local Denver **Non-Manufacturing** economy decreased in January reversing December's increase. The Denver **Non-Manufacturing** PMI was 49.2. December's index was 53.1. The Production Index decreased with an index of 43.1 which compares to December's rate of 40.9. The Denver **Non-Manufacturing** Production Index compares to the Institute for Supply Management's (ISM) Business Activity/Production Index of 41.9 percent, indicating a significant contraction in business activity in January from the seasonally adjusted 54.4 percent registered in December.

The overall Price Index of the Denver **Non-Manufacturing** Survey increased at a slower rate in January. The MRO, Capital Goods, Computers and Services sectors increased and the Raw Materials and Components sectors remained unchanged. Lead times in our Denver survey increased at a slower rate in January. The MRO, Capital Goods and Components sectors increased, the Raw Materials and Services sectors remained unchanged and the Computers sector decreased. The New Orders Index decreased in January. The Raw Materials Inventory Index increased at a slower rate and the Finished Goods Inventory Index decreased in January.

The Employment Index of the Denver **Non-Manufacturing** Survey increased at a slower rate in January. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices decreased in January.

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 Public Relations Committee

The Public Relations Committee publicizes the association and its activities to members of the purchasing and supply chain management professions as well as to the general public. Duties include placing meeting and seminar notices in various local media, publicizing the NAPM-Denver Monthly Business Survey, and publicizing Purchasing Month which is held in March every year.

If you are interested in helping with this committee, or have questions, contact Carol Coke at (303) 444-1924, email: carol@napmdenver.org



COMMITTEE CHAIRS

Arrangements

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

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Front Range Comm. College
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Exempla Healthcare
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Denver Water
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Jeppesen Sanderson
303-328-4412

Webmaster/Business Survey

Rogers Coke, C.P.M.
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Marketing

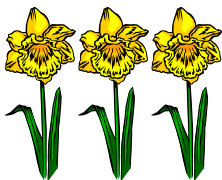
Kha Le
(303) 881-8756





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new member.

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Editor no later than the
first Thursday of each
month for publication in the
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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.



ELECTION REMINDER

In April, NAPM-Denver will hold elections for officers and changes to our by-laws that will bring us into compliance with the ISM affiliate by-laws. If anyone is interested in holding a position on the Board of Directors, please contact Carol Coke at 303-444-7056.



WELCOME NEW MEMBERS

Nicole Abbott – Newmont Mining Corporation
Lise Crowell – Janus Capital Management
Craig Culver – Woodward Governor
Gino Furzi – Hunter Douglas
Leslie Kennedy – Janus Capital Management
Kelly McIntire
Lara Mills – Clear Channel Satellite
Dan Musselwhite – Hunter Douglas
Sebrina Neibauer – Newmont Mining
Glen Rietveld – Vicorp Restaurants
Richard Scaduto – Raytheon Polar Services
Marta Sellers – Faustson Tool Corp.



CONGRATULATIONS TO.....

New C.P.M.

Sean McCarthy, C.P.M. – Newmont Mining Corp.
Peggy Naylor, C.P.M. – Group Publishing
Ivy Sullivan, C.P.M. – Roche Colorado

Lifetime C.P.M.

Beverly Goddard, C.P.M. – Gambro BCT

Recertified A.P.P.

Toni Asehan, A. P.P. – Qwest Communications



NAPM-DENVER DINNER RESERVATIONS

Renaissance Denver Hotel

MARCH 2008

******RSVP DUE prior to Noon, Friday, March 14, 2008******

NAPM DENVER MEMBER: _____

(Name)

(Company)

(Fax No.)

I will attend the March 20, 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

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/each.

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 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.

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

May 17, 2008
July 12, 2008
September 13, 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



SUPPLY MANAGEMENT'S ROLE IN SUSTAINABILITY

Thursday April 17, 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

The topic of "sustainability" has leapt into corporate boardrooms, raising questions of the company's social responsibility and environmental practice, policies and decision-making. Questions find their way to supply management and challenge us to explore how our suppliers are dealing with sustainability. The program looks at sustainability elements in contract language, supplier audits, regulations, reporting requirements and compliance. It will also cover how to keep upper management informed on sustainability — and the supply manager's role in addressing these issues.

Satellite Seminar Registration

Name: _____ Member _____ \$60 (4/17/2008)

Company: _____ Non-Member _____ \$95 (4/17/2008)

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.**

NAPM-DENVER PRESENTS... SPRING SEMINAR 2008

NO to GO[®]: The Successful Negotiator

Presented by Robert D. Rutherford, PhD

Thursday May 29, 2008

8:00AM-4:00 PM

Renaissance Denver Hotel

3801 Quebec Street

Denver, CO

How to Get From NO to GO[®]: Successful Negotiator one day seminar is structured in an interactive methodology that stresses the concepts and techniques that will enable executives and managers to gain more from both their internal as well as external daily negotiations. Participants learn what master negotiators mean when they talk about "reading" their opponents and managing the "balance of power" in a negotiation; what really goes on behind the doors of high-stakes negotiations; what it takes to resolve every negotiation to your satisfaction.

NO to GO[®]: The Successful Negotiator is more than a "seminar." It is a learning-interactive experience that enables the participants to build on their already accomplished negotiating skills. Each negotiating concept and strategy is anchored in a memorable illustration and story form for easy recall giving the course a distinct feature. A basic assumption of the course is that if the participant can recall the negotiating strategy or principles he/she can then consciously use it.

Robert D. Rutherford, Ph.D., is a highly respected and accomplished author, businessman and teacher. Dr. Rutherford draws on three decades of experience teaching, negotiating professionally, writing, and speaking to thousands of men and women worldwide. He has taken the best of these experiences and has combined them with wisdom, humor, and his own insights to create excitingly presented, readily understandable advice on dealing successfully with anyone, anywhere, on any matter.

Course fees include lunch, breaks and study materials which includes Dr. Rutherford's book: How to Get from NO to GO[®].

REGISTRATION: SPRING SEMINAR 2008

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Credit Card Type: _____ Credit Card # _____ Exp _____

NAPM-D Member \$375.00 _____

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WITH PAYMENT TO:**

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Boulder, CO 80304
303 444-7056

Non-Member \$425.00 _____