



PURCHASING BUYLINE MARCH 2009 NEWSLETTER

DINNER SPEAKER –MARCH 19

THE ECONOMY IN CRISIS

How does the current economic crisis affect Colorado? Matthew Medeiros will discuss what to expect from the Government Economic Bailout and how this will affect both Colorado and the United States Economy.

Matthew D. Medeiros, Ph.D., is founder and CEO of the Institute for Wealth Management, LLC, a Denver-based investment advisory firm. He is a recognized expert in the field of investment management and has made regular appearances on CBS and CW 2 News.

Dr. Medeiros earned a Bachelor of Science degree and Master of Science degree in Finance, as well as an MBA, all from LaSalle University. He received his Ph.D. in Finance from Concordia University.

Starting at 5:30 pm

Social Networks: Learn how to get “LinkedIn” to social networking for professional benefit.

Inventory Management: Managing your inventory so it does not manage you.

Financial Analysis: Are you really selecting the least cost supplier?

NAPM-DENVER CALENDAR

FEBRUARY 18

Webinar Supply Chain
Financing
12 Noon to 1:00 PM

FEBRUARY 19

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

FEBRUARY 20

NAPM-Denver Winter Seminar
Negotiating to Your Success
8:00 a.m.
Renaissance Denver Hotel

MARCH 14

C.P.M. Exam Review
Module 2: Supply Environment
8:30 a.m.
Front Range Comm. College

MARCH 19

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

APRIL 9

NAPM-Denver Spring Seminar
The Fundamentals of
Purchasing
8:00 a.m.
Renaissance Denver Hotel

**2008-2009
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BUSINESS CONDITIONS SURVEY

By Rogers Coke, C.P.M.

The local Denver Manufacturing economic index decreased in December. December's index is 33.8. The Production index decreased in December with an index of 39.3. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 49.9 percent, 0.1 percentage point lower than the 50 percent reported in November. (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 in December with an index of 52.2. All the sectors except MRO increased. The MRO sector index was 50. Lead times decreased in December. The MRO and Capital Goods sectors increased, the Raw Materials, Components and Services sectors decreased and the Computers sector remained unchanged. The New Orders Index decreased in December.

December's Employment Index decreased. The Availability of Skilled Workers Index and the Availability of Unskilled Workers Indices both decreased in December.

The local Denver Non-Manufacturing economy showed a decrease in December with the Denver Non-Manufacturing PMI at 40. The Production Index decreased in December as the rate was 25. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing PMI/NMI which registered 40.6 percent in December, 3.3 percentage points higher than the 37.3 percent registered in November, indicating contraction in the non-manufacturing sector for the third consecutive month, but at a slightly slower rate. The ISM Non-Manufacturing Business Activity Index increased 6.6 percentage points to 39.6 percent.

The overall Price Index of the Denver Non-Manufacturing Survey decreased in December. Prices increased in the Computers and Services sectors, decreased in the Raw Materials sector and registered an index of 50 in the MRO, Capital Goods and Components sectors. Lead times in our Denver survey decreased in December. The Raw Materials, Components and Computers sectors registered an index of 50 and the MRO, Capital Goods and Services sectors decreased.

The Employment Index was at 50 in December. The Availability of Skilled Workers Index and the Availability of Unskilled Workers Indices were 50 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

HELP NEEDED IN REPLYING TO BUSINESS SURVEYS FOR THE DENVER AREA

By Rogers Coke, C.P.M.

NAPM-Denver in cooperation with the University of Colorado at Denver publishes a Denver area Manufacturing Business Survey and a Denver area Non-Manufacturing Business Survey. NAPM-Denver needs members willing to respond to the each of the surveys.

The survey questions ask respondents various questions to ascertain the condition of the manufacturing and non-manufacturing economies in the Denver area.

The surveys are similar to the Institute for Supply Management's (ISM) Report on Business for both manufacturing and non-manufacturing.

Please contact Dr. M. P. Parthasarathy of the University of Colorado at Denver College of Business at email: Madhavan.Parthasarathy@cudenver.edu or telephone: 303-556-5849 to join the survey respondents or for more information. NAPM-Denver needs a large respondent group to make the surveys valid.

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:

Jarrod McDaniel, C.P.M. | Email: jarrodmcdaniel@msn.com

WELCOME NEW MEMBERS

Steven Baldwin - SDI Miller Coors
Douglas Brewer - Xcel Energy
Shelley Cook - Qwest Communications
Joseph Critelli - Deep Rock Water Co.
Eldon Erb
Patrick Haskin, C.P.M. - CoorsTek
Andrew Israel - CoorsTek
Valentina Ivankov-Sustaita - Jeppesen Sanderson
Sharon Kiss - Covidien
Andrew Makely
Crystal Miller
Steve M Miller - Jeppesen Sanderson
Patrick Min - Qwest Communications
Jeff Olson - University of Colorado at Denver
Carolyn Pisel - Jeppesen Sanderson
Rebecca Stutz - Jeppesen Sanderson
Cristal Swain - Adams 12 Five Star Schools
Laura Simpkins - Silk Forest Inc.

CONGRATULATIONS TO...

NEW C.P.M.
Karen Kratowicz, C.P.M. – Qwest Communications

NEW CPSM
Rogers Coke, C.P.M., CPSM

COMMITTEE CHAIRS

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(303) 254-3111

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Noel Matthews
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MEMBERSHIP

Ben Carr, C.P.M.

NEWSLETTER

Deborah Egan, C.P.M.
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Kha Le
(303) 881-8756

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.

NAPM-DENVER DINNER RESERVATIONS
Renaissance Denver Hotel

February 2009

******RSVP DUE prior to Noon, Friday, February 13, 2009******

NAPM-DENVER MEMBER: _____
(Name)

(Company)

(Fax No.)

I will attend the February 19, 2009, 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 per person).

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.

WEBINAR

Co-Sponsored by ISM-New Jersey and NAPM-Denver, Inc.

SUPPLY CHAIN FINANCING

Date: Wednesday, February 18, 2009

Time: 12:00 Noon to 1:00 PM (MST)

Agenda:

- Definition of Supply Chain Financing
- Percentage of companies willing to accept discounted receivables
- Financing Options
- Self Funding - Best opportunities, Return for company, Downside of using company's own capital
- Purchasing Card - How it works, Who offers it, Most likely users, Current penetration rates, Downside of cards
- Ghost Card - How it works, Who offers it, Most likely users current penetration rates, Downside of Ghost Cards
- Third Party Funding How it works, Who offers it, Who does it?, Value of Third Party Funding, Downside of Third Party Funding

Presenter: Marc Kramer, Prompt Payment, LLC, is president/founder of Prompt Payment, which provides funding to suppliers of companies with revenues exceeding \$100 million. He is also a project faculty member at the University of Pennsylvania's Wharton School of Business Global Consulting Practicum and a professional speaker and lectures on topics such as Internet marketing, marketing, sales networking, corporate entrepreneurship and turning around distressed companies.

Marc is also the founder of ExpertSpeakers.net, which markets business professionals to trade associations and corporations to speak to their members and employees. He is a former partner at USWeb and prior to that was president of Mixed Media Works, and an interactive company that produced such web sites for Rosenbluth International and CoreStates Bank among others.

Marc is columnist for TheStreet.com, the world's top online service for money managers, company leaders and individuals that manage their own money and is a columnist for Philadelphia's third largest daily *The Evening Bulletin*.

Marc is a former trustee of Cheyney University, the oldest African American University in the U.S. and is on the board of the Entrepreneurs Forum of Philadelphia and the Technology Resource Alliance. Marc has a Master's in Management from Penn State University and a BS in journalism from West Virginia University.

REGISTRATION FEE: \$ 50.00

Registration deadline February 16, 2009

Name: _____

Company: _____ e-mail: _____

Address: _____

City, State, Zip: _____

Phone: _____ fax: _____

Credit Card #: _____ Exp. Date: _____

NAPM-DENVER – FEBRUARY SEMINAR 2009

NEGOTIATIONS - INCREASING THE BOTTOM LINE WHILE ADVANCING YOUR PROFESSIONAL CAREER

Date: February 20, 2009

Place: Renaissance Hotel - 3801 Quebec Street, Denver, Colorado 80207

Time: 8:00am to 4:30m Mountain Time

Shari Harley's Master's Degree in Applied Communications and her many years of experience will help the Business Professional learn the latest techniques on how they can conduct a profitable negotiation's session. Behind the scenes, find out how you can use Behavior Traits that will Promote Success for your Personal Career and Increase your company's Bottom Line. Learn how you are perceived by others; clients, prospects, suppliers, peers and management. Communication is an important part of the negotiations. Shari's quick wit and good sense of humor will help you remember the important content of the class.

Topics that will be covered:

- Latest negotiation techniques that will impact the bottom line
- Creating the right setting for you negotiations
- Controlling the negotiations.
- Strengthen your negotiation position
- Establishing relationships that will help you deliver results
- Breaking down silos
- Behavior traits that promote success and strength
- Managing and elevating your career
- Learn how you are perceived by others

REGISTRATION FEE: NAPM MEMBER: \$375 NON-MEMBER \$425

Study materials and Lunch included in Fee.

7 credit hours/class hours will be earned towards 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.

2009 C.P.M. Exam Review Sessions

Module 2: Supply Environment	March 14, 2009
Module 3: Value Enhancement	May 9, 2009
Module 4: Management	July 11, 2009

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
Holiday Inn Express
I 70 and Kipling
Wheat Ridge 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.

\$150 for one or \$275 for two

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: 2 _____ 3 _____ 4 _____

NAPM-DENVER SEMINAR – SPRING SEMINAR

FUNDAMENTALS OF PURCHASING

DATE: THURSDAY, APRIL 9, 2009
TIME: 8:00 A.M. - 4:30 P.M.
PLACE: 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.

Instructors:

Rogers Coke, CPSM, C.P.M., CPPO
Susan Kellar, C.P.M, OppenheimerFunds

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 STREET 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.