

MARCH 2010

DINNER SPEAKER

Alice Kotrlik Presents:

The Winds are Blowing, the Season is Changing

Yes, the winds of March are blowing and spring is about to arrive. Things are always changing, especially in Colorado. What do the economic indicators have to say about changes that are in store for Colorado business? What opportunities or troubles lay before us and how can the Colorado Office of Economic Development & International Trade ('OEDIT') help us in our business today and in the coming year?

Alice Kotrlik, Deputy Director for the OEDIT, will join us at our March dinner meeting and will share the State's perspective on economic development opportunities. Alice's insights will include an economic overview of Colorado indicators OEDIT is monitoring, current activity levels and State assistance.

OEDIT contributes to the economic growth and development of Colorado communities through its many programs designed to support businesses. OEDIT programs help companies expand or relocate in Colorado, train employees, promote international trade, and finance business expansions. OEDIT fosters a positive business climate that encourages quality economic development through financial and technical assistance provided in support of local and regional economic development activities throughout the State of Colorado.

Reserve your seat online by March 12th at <http://www.napmdenver.org/DinnerReservationForm.html> and join us March 18th to hear what Alice has to share.

NAPM-Denver Calendar

March 17

Webinar

[Category Management of
Complex Services Managing
Consulting & Professional
Service Spend](#)

12 Noon – 1:00 PM

March 18

Dinner Meeting

Denver Renaissance Hotel

5:30 (Seminars)

[6:45 \(Dinner\)](#)

March 27

[CPSM Review: Exam Two:
Effective Supply
Management Performance](#)

Denver Renaissance Hotel

8:00 a.m.

April 9

NAPM-Denver

Spring Seminar:

[Fundamentals of Purchasing](#)

Renaissance Denver Hotel.

8:00 a.m.

April 15

Dinner Meeting

Denver Renaissance Hotel

5:30 (Seminars)

6:45 (Dinner)

April 25-28

[ISM International Supply
Management Conference
and Educational Exhibit](#)

San Diego, CA

**supply
march management
month** 2010

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

1. **Public Speaking** - Speaker: Martin Cobb, Bureau of Land Management - How to improve communication and public speaking
2. **Sourcing Real Estate** - Speaker: Mark Grillo - Equis - A leader in the industry will share some insights
3. **Lease vs. Buy** - Speaker TBA

WELCOME NEW MEMBERS

Caroline Kelley - The TriZetto Group

CONGRATULATIONS TO...

Re-certified A.P.P.

Sandra Abeyta - TIAA CREF

New C.P.M.s

Judy Alcantara, C.P.M. - the TriZetto Group

Sandra Abeyta, C.P.M. - TIAA CREF

Karen Davis, C.P.M. - U S Postal Service

Re-certified C.P.M.

Shirley Nilsen, C.P.M. - City of Grand Junction

COMMITTEE OF THE MONTH: ARRANGEMENTS

The Arrangements Committee arranges for the location and meals of the dinner meetings and manages the reservation process for the dinners. Duties include contracting with the hotel for space, choosing the dinner menus and receiving reservations from members for the dinner meetings.

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

Fred Lehn
Raytheon Polar Services
720 568-2369
fred.lehn.contractor@usap.gov

BUSINESS CONDITIONS SURVEY

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

The local Denver Manufacturing economic index decreased faster with an index of 47.2 in January. This compares to December's decrease of 49.1. The Production index was 58.3, an increase compared to December's 50 index. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 58.4 percent, an increase of 3.5 percentage points when compared to December's seasonally adjusted reading of 54.9 percent. This is the sixth consecutive month of growth in the manufacturing sector, and the highest reading for the Index since August 2004 when it registered 58.5 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 increased faster with an index of 63 in January. Lead times decreased slower in January with an index of 48.3.

The New Orders Index decreased faster with an index of 40 in January. The Raw Materials Inventory Index remained unchanged and the Finished Goods Inventory Index decreased in January.

January's Employment Index decreased in January with an index of 41.7. This compares to an increase in December. The Availability of Skilled Workers Index remained unchanged and the Availability of Unskilled Workers Index decreased in January.

Supplier performance in our Denver survey remained unchanged in the all sectors.

The local Denver Non-Manufacturing Survey in January is unavailable.

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

NEW DINNER RESERVATION FORM

NAPM-Denver has a new reservation form for the monthly Dinner Meetings, which is located at <http://www.napmdenver.org/DinnerReservationForm.html>. Paper forms should no longer be submitted. If you have comments about the form, please contact Rogers Coke at rogerscoke@napmdenver.org.

2009-2010 NAPM-DENVER OFFICERS

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| | | | |
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| 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 |

WEBINAR

Co-Sponsored by ISM-New Jersey and NAPM-Denver, Inc Category Management of Complex Services Managing Consulting & Professional Service Spend

Date: Wednesday, March 17, 2010
Time: 12:00 Noon to 1:00 PM (MST)

Who Should Attend This Session:

Sourcing & Procurement Executives and Professionals who are:

- Seeking to expand procurements perimeter into a complex category of spend so they can provide more value and increased benefits to their internal clients,
- Responsible for the category management of consulting and professional services and would like to learn what practices Fortune 500 corporations are employing to extract more value from service projects,
- Looking to obtain an appreciation for how they compare to world-class procurement groups regarding the management of consulting and professional service spend, and
- Searching for innovative ways to establish themselves as subject matter experts and essential partners in the eyes of internal clients.

Join this webinar to learn more about the lessons that were learned by leading edge sourcing & procurement organizations during their journey towards becoming sustainability managers and value leaders for the management of consulting and professional services. Walk away with the information you need to capture more value from this elusive category of spend.

During this one-hour session we will highlight:

Consulting & Professionals Services Industry trends
Growth in the services spend category
Types of complex categories
Difficulty in procuring services
Journey towards value leadership

Webinar participants will be exposed to the learning's and findings of a late 2009 survey that was conducted with leading edge sourcing organizations that represent \$3.2 billion in consulting spend. This is a unique opportunity for participants to benchmark their organizations against key global category leaders. Participants will obtain insight into the:

- Importance of an executive champion
- Building industry expertise
- Benefits of managing this category of spend
- Category management challenges
- Common errors made by procurement
- Vendor rationalization
- Demand management

The knowledge that was obtained from this survey will be extremely valuable to executives and sourcing/procurement professionals who want to expand the scope of their organization into complex areas of spend. They will be given helpful insights which will allow them jumpstart and obtain more value from non-traditional category management initiatives.

Speaker: John Catero

John Catero is the Vice President of Advisory Services and Cofounder of Monadnock Research. John has 25 years of experience working for leading global companies in the pharmaceutical, telecommunication, chemical and computing industries, with 9 years in consulting. Nearly a decade ago he recognized that large organizations were looking for ways to improve how they procured, engaged and managed consultancies. In order to satisfy this need John founded Leverage Intelligence Consulting LLC. As Managing Director of this firm John worked with Global 1000 organizations to implement programs that increase the visibility of consulting spending, bring more spending under their control, and realize more value for internal clients.

REGISTRATION FEE: \$ 50.00

Registration deadline March 15, 2010

Name: _____

Company: _____ e-mail: _____

Address: _____

City, State, Zip: _____

Phone: _____ fax: _____

Credit Card Name: _____ American Express _____ MasterCard _____ Visa _____

Credit Card Number: _____ Exp. Date: _____

Send Registration and Payment to: NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304 or Fax to: 303-444-7056. Questions: e-mail: carol@NAPMDENVER.org. You may also register online at www.napmdenver.org

CPSM REVIEW

EXAM TWO: EFFECTIVE SUPPLY MANAGEMENT PERFORMANCE

DATE: Saturday, March 27, 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 2 (Effective Supply Management Performance) 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 Two: Effective Supply Management Performance

- Forecasting
- Materials and Inventory Management
- Organization/Department Assessment
- Planning
- Product and Service Development
- Quality
- 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. Questions: e-mail: carol@NAPMDENVER.org.

You may also register online at: www.napmdenver.org

NAPM-DENVER SPRING SEMINAR 2010

FUNDAMENTALS OF PURCHASING

FRIDAY, APRIL 9, 2010

8:00 A.M. - 4:30 P.M.

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.

Instructor

Rogers Coke, CPSM, C.P.M., CPPO holds a B.S. in Business Administration and an M.B.A. from the University of Colorado at Boulder. Rogers was a supervisor and purchasing agent at the University of Colorado at Boulder for 32 years and was also a buyer for Maxtor Corporation for two years. Rogers has taught classes in purchasing and management subjects for the University of Colorado Extended Studies Program, Red Rocks Community College, NAPM-Denver, NAPM-Central Nebraska, NAPM-Western Colorado and NAPM-Wyoming.

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 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. You may also register on the web at: www.napmdenver.org.