



## MARCH 2011

<b>NAPM-DENVER CALENDAR</b>				
<b>March 17</b>	<b>March 18</b>	<b>March 19</b>	<b>April 8</b>	<b>April 21</b>
Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner) <a href="#">Dinner Reservation Form</a>	<a href="#">NAPM-Denver Winter Seminar: Advanced Negotiations</a> Renaissance Denver Hotel 8:30 – 4:30	<a href="#">CPSM Review Exam 3: Leadership in Supply Management</a> Renaissance Denver Hotel 8:00 – 5:00	<a href="#">NAPM-Denver Spring Seminar: Fundamentals of Purchasing</a> Renaissance Denver Hotel, 8:00 – 4:30	Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner)

### DINNER MEETING – MARCH 17

#### TOPIC: The Psychology of Negotiations

The “art of negotiation” is spoken by the non-professional with awe and reverence. For supply chain professionals, the “science of negotiation” is a badge of honor which decorates their offices and resumes. Neither depiction justly captures the core competencies needed to successfully master the negotiation process. Perhaps a better characterization could be the “psychology of negotiations.” It might be said that the activity called “negotiation” is a hybrid which requires a combination of both social/psychological skills along with technical/business skills. In this presentation, Gary Hopper shares his insights regarding the psychology of negotiations.

**Gary L. Hopper, MBA, C.P.M.**, has 25+ years of procurement and contract negotiation experience in both public and private sectors. He has held leadership and senior manager positions for his former employers Apple Computer, Intel Corporation, The Walt Disney Company and Regence Blue Cross Blue Shield. In 2004 Gary created Total Cost Solutions and has served clients from defense industry contractors to health care service providers. Gary has facilitated hundreds of supply chain and procurement related workshops and provided best-practice solutions for his clients’ business needs. Gary earned his B.A. Degree in Economics from San Jose State University and his MBA from Golden Gate University (emphasis in Procurement and Contracts Management). Throughout his career Gary has served on various ISM (Institute of Supply Management) affiliate boards including Silicon Valley, Los Angeles, Sacramento and Portland.

**Make your reservation at:**

<http://www.napmdenver.org/DinnerReservationForm.html>

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

**Topic TBA** – Aaron Hoover, MillerCoors LLC, Speaker

**Statement of Work** – Jaime Morea, MillerCoors LLC, Speaker

Check website for updates.

## BUSINESS CONDITIONS SURVEY

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

The local Denver manufacturing economic index increased slower with an index of 55.4 in January. This compares to December's increase of 60.8. The Production index was 61.1, a faster increase than December's 60 rate. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 60.8 percent, an increase of 2.3 percentage points when compared to December's seasonally adjusted reading of 58.5 percent. (ISM publishes the national PMI).

(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 with an index of 64.6 in January. Prices increased in all sectors except the Computers sector where they remained unchanged. The Lead Time Index was 56.4 in January. Lead Times increased in the MRO, Capital Goods, Raw Materials and Components sectors and registered 50 in the Computers and Services sectors.

The New Orders Index remained unchanged with an index of 50 in January. The Raw Materials Inventory and the Finished Goods Inventory Indices both increased in January.

January's Employment Index increased slower with an index of 54.6. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices both registered 59.1 in January. Supplier performance in our Denver survey improved in the Components sector and was at 50 in all other sectors.

The local Denver Non-Manufacturing economy increased faster in January with the Denver Non-Manufacturing PMI at 56.1. The Production Index increased faster with an index of 70.8. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing NMI (Non-Manufacturing Index) of 59.4 percent. ISM's Non-Manufacturing Business Activity Index in January registered 64.6 percent, an increase of 1.7 percentage points when compared to the seasonally adjusted 62.9 percent registered in December.

The overall Price Index of the Denver Non-Manufacturing Survey registered 62.6 in January. Prices increased in all sectors. The Lead Time Index was 50.3 in January. Lead times increased in the MRO, Capital Goods, Computers and Services sectors and decreased in the Raw Materials and Components sectors.

The New Orders Index was at 44.4 in January. Both the Raw Materials Inventory and the Finished Goods Inventory Indices increased in January.

The Employment Index registered 59.1 in January. Supplier performance in our Denver survey improved in the Computers sector, worsened in the MRO, Raw Materials, Components and Services sectors and was unchanged in the Capital Goods sector.

Go to [www.ism.ws/](http://www.ism.ws/) for the complete ISM report.

## UPCOMING ELECTIONS

The election for the new board of directors will take place at the April 21, 2011 meeting. The list of candidates and their bios will be in the April newsletter.

## COMMITTEE OF THE MONTH: PROFESSIONAL DEVELOPMENT

The Professional Development Committee manages the one and two-day seminars that are given three or four times a year and the Certified Professional in Supply Management (CPSM) review classes. Tasks include contracting for speakers and obtaining a local facility to host the seminars. Recent seminars have been held at the Denver Renaissance Hotel, 3801 Quebec St, Denver. The committee also manages one-half day ISM Satellite Seminars by providing a facilitator and materials for the seminar, as well as promoting the CPSM program by providing information at the check-in table at monthly dinner meetings.

Please contact the chair, Susan Kellar, C.P.M., for questions and to volunteer on the committee:

Susan Kellar, C.P.M.  
IHS  
Tele: (303) 397-2257  
Email: [sue.kellar@ihs.com](mailto:sue.kellar@ihs.com)

## Welcome New Members

Dave Adams – Regis University  
Brett Burrough – Birko Corporation  
Alexandre daSilva – Sundyne Corporation  
Johanna Danner – Noble Energy  
Michael Fawns – Community College of Denver  
Nickolas Foster – Texas A & M University  
Katherine Gehringer – Sundyne Corporation  
Gary Goldfain – Baxa Corporation  
Michael Lalli – Sundyne Corporation  
Joel McCoy – Polycom Inc.  
Aaron Parola – Shell Exploration & Production  
Bradley Williams – Sundyne Corporation

## CONGRATULATIONS TO:

### **NEW CPSM**

Grace Mills, CPSM – Caridian BCT

### **RE-CERTIFIED LIFETIME C.P.M.**

Janet Warning, C.P.M. – Johns Manville

## IN MEMORY OF....

Bob Eggleston, C.P.M., Ball Corporation, who passed away on February 11, 2011. Bob was a member of NAPM-Denver for many years and was currently serving on the Board of Directors and assisting with Pre-Dinner Seminars. He will be missed.

### 2010-2011 NAPM-DENVER OFFICERS

<b>President</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<b>Past President</b>	Dorothy Cohen, C.P.M.		(303) 494-0458
<b>President Elect</b>	Kelly Mickelson, C.P.M.	Adams County School District 50	(303) 428-3535
<b>Executive Director</b>	Carol Coke	NAPM-Denver, Inc.	(303) 444-7056
<b>Treasurer</b>	Jo Ann Rose, C.P.M.	Molson Coors Brewing Company	(303) 927-2405
<b>Secretary</b>	Fred Lehn	Jacobs Engineering	(303) 462-7530
<b>2-Year Director</b>	Debbie Rowe, C.P.M.	Raytheon Polar Services	(720) 568-2220
<b>1-Year Director</b>	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151
<b>1-Year Director</b>	Scott Stark	MillerCoors	(303) 277-7062

### 2010-2011 NAPM-DENVER COMMITTEE CHAIRS

<b>Arrangements</b>	Fred Lehn	Jacobs Engineering	(303) 462-7530
<b>Educational Resources</b>	MP Parthasarathy, PhD	U. of Colorado at Denver	(303) 315-8445
<b>Membership</b>	Ginger Young, C.P.M.	ProBuild	(303) 335-1264
<b>Newsletter</b>	Deb Egan, C.P.M.	Qwest Corporation	(303) 707-5588
<b>Pre-Dinner Seminars</b>	Scott Stark	MillerCoors	(303) 277-7062
<b>Presidential Advisory</b>	Sandra Schmitzer, C.P.M.		(303) 447-1438
<b>Professional Development</b>	Susan Kellar, C.P.M.	IHS	(303) 397-2297
<b>Programs</b>	Kelly Mickelson, C.P.M.	Adams Co. School District 50	(303) 428-3535
<b>Webmaster/Business Survey</b>	Rogers Coke, CPSM, C.P.M.		(303) 444-1924
<b>Public Relations/Marketing</b>	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151

### CONTACT INFORMATION

**Has your contact information changed?**

If so, please e-mail your new information to the NAPM-Denver office [carol@napmdenver.org](mailto:carol@napmdenver.org).