

May 2008

MAY 15 DINNER SPEAKER

Managing Your Professional Image
Presented by: **Shari Harley**

Customers provide you with feedback in clear ways: They work with you or they work around you. They say good things about you or they say negative things, impacting your reputation.

We usually don't know why customers make those choices and what would increase their satisfaction. Most people are not candid. Instead, they say nothing, voting with their feet.

We train people to treat us as they treat us.

Take charge of your internal and external business relationships.

Shari Harley, MA, is the President of The Harley Group International, a Denver-based training firm specializing in helping organizations produce unprecedented results by developing and retaining key talent. Shari works with organizational leaders and professionals enabling them to say anything, making potentially difficult conversations easy. Shari holds a Master's Degree in Applied Communication from the University of Denver and a Bachelor of Arts in Psychology from Washington University in St. Louis, MO.



PRE-DINNER SEMINARS

Six Sigma – Speaker: Gary Vansuch, Project Manager for Six Sigma Black Belt at OppenheimerFunds; Facilitator: Sue Kellar, C.P.M.

Conflict Management – Speaker: Nan Waller Burnett, MA, Dispute Resolution Professionals, Inc.; Facilitator: Dorothy Cohen, C.P.M.



NAPM-Denver Calendar

May 4 to May 7

ISM International Conference
St. Louis, MO

May 15

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

May 17

C.P.M. Exam Review
Module 1: The Purchasing Process
8:30 AM
Front Range Comm. College

May 29

NAPM-Denver Spring Seminar:
NO to GO®: The Successful Negotiator
Renaissance Denver Hotel
8:00 a.m.

June

NO DINNER MEETING

July 12

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

NO DINNER MEETING

**2007-2008
NAPM-DENVER
OFFICERS**

President

Sue Kellar, C.P.M.
OppenheimerFunds
(303) 768-4646

Past President

Diana Ocaña, C.P.M.
AIMCO
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(303) 328-4412

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2-Year Director

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1-Year Director

Terri Kindsfather
City of Lakewood
(303) 987-7673

1-Year Director

Sandra Schmitzer, C.P.M.
(303) 447-1438

VENDOR SHOW

Join us at the Denver Renaissance Hotel on May 15 from 5:00 to 6:30 p.m. for this year's supplier exhibit. This show will feature representatives from Slalom Consulting, EON Office, Office Max and Workflow. For more information, visit our web site at www.napmdenver.org.



BUSINESS CONDITIONS SURVEY

By Rogers Coke, C.P.M.

The local Denver Manufacturing economy index declined in March again reversing the positive trend of February. March's index is 44.5. February's index was 58.1. The Production index remained unchanged in March with a rate of 50. February's Production index was 61.5. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 48.6 percent, which is an increase of 0.3 percentage point when compared to February's seasonally adjusted reading of 48.3 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 decreased at a faster rate than in February. The Capital Goods sector decreased, the Raw Materials sector increased and the other sectors remained unchanged. Lead times in our Denver survey increased in March at a faster rate than in February. The Raw Materials and Computers sectors increased while the other sectors remained unchanged. The New Orders Index decreased in March. The Imports Index decreased at a faster rate in March compared to February. Both the Raw Materials Inventory Index and the Finished Goods Inventory Index declined in March at a faster rate than in February.

March's Employment Index decreased. The Availability of Skilled Workers Index decreased and the Availability of Unskilled Workers Index remained unchanged in March.

The local Denver Non-Manufacturing economy remained approximately the same in March as in February. The Denver Non-Manufacturing PMI was 49.4. The Production Index remained unchanged with an index of 50. The Denver Non-Manufacturing Production Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing Index of 49.6 percent, indicating a contraction in the non-manufacturing sector.

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

The Employment Index decreased at a faster rate in March. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices both decreased in March.

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 PRE-DINNER SEMINARS

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:

Jarrold McDaniel, C.P.M.
Email: jarroldmcdaniel@msn.com



ELECTION RESULTS

April was election month and the results are in! Elected this year were:

Laura DeLance, C.P.M. – 1 year director
Jan Rock, 1 year director
Sandra M. Schmitzer, C.P.M., A.P.P., CPPO – 2 year director
Kelly Mickelson – 5 year director

Congratulations to all of you!

COMMITTEE CHAIRS

Arrangements

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

Educational Resources

Noel Matthews
Front Range Comm. College
(303) 404-5450

Membership

Ben Carr, C.P.M.
Exempla Healthcare
(303) 467-4770

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Qwest Communications
(303) 707-5588

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Doug Henninger, C.P.M.
Denver Water
(303) 628-6769

Programs

Dan Marin, C.P.M.
Jeppesen Sanderson
(303) 328-4412

Webmaster/Business Survey

Rogers Coke, C.P.M.
(303) 444-1924

Marketing

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.



WELCOME NEW MEMBERS

- Sherry Donovan – Nestle
- John Marcantonio – Seagate Technology
- Joseph Medina – Brown & Caldwell
- Kevin Ralston – WildBlue Communications
- Ron Tutor – Gambro
- Bruce Wyre, C.P.M. – Cenveo
- Anthony Makowski – Newmont Mining Co
- Katie O’Connell – City of Thornton
- Kimberly Teel – Stolle Machinery Co
- Jana Wening – Newmont Mining



CONGRATULATIONS TO.....

New C.P.M.

- Tom Furman, C.P.M. – LaFarge
- John Hiatt, C.P.M. – Group Publishing

Re-Certified C.P.M.’s

- Kevin Forant, C.P.M. – Janus Funds

Lifetime C.P.M.’s

- Randall Reaugh, C.P.M. – Coors Brewing Company



DID YOU KNOW?

On April 1, 2008, ISM released the CPSM *Study Guide*, which will be available for \$59 to members and \$89 to nonmembers. The ISM *Professional Series* (another key study tool for CPSM candidates) should be available in May at a cost of \$200 for members and \$280 for nonmembers. For further information, go to the ISM web site at www.ism.ws.



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.

Attendees will earn 7 hours toward C.P.M. recertification.

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 _____	SEND THIS FORM WITH PAYMENT TO: NAPM-Denver 3525 Copper St Boulder, CO 80304 303-444-7056
Company _____	
Address _____	
City _____ State ____ Zip _____	
Phone _____ Fax _____	
NAPM-Denver Member \$375.00 _____	
Non-Member \$425.00 _____	

C.P.M. EXAM REVIEW
MODULE 2 – SUPPLY ENVIRONMENT
JULY 12, 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 3: Value Enhancement
Module 4: Management

September 13, 2008
November 15, 2008

\$150 for one or \$275 for two or \$450 for all 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 _____

2008 C.P.M. Exam Review Sessions

Module 1: The Purchasing Process..... May 17, 2008
Module 2: Supply Environment.....July 12, 2008
Module 3: Value Enhancement September 13, 2008
Module 4: Management.....November 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.

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\$150 for one or \$275 for two or \$450 for all FOUR...

Registration Fees for non-members: \$200 per session

Note: You must register by December 31, 2008, in order to test in 2009.

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 _____