



## PURCHASING BUYLINE NOVEMBER 2009 NEWSLETTER

### DINNER SPEAKER – NOVEMBER 19

**KAI ABELKIS PRESENTS:  
“BOULDER COMMUNITY HOSPITAL’S SUSTAINABILITY  
JOURNEY: FROM GREEN TO GREENER”**

*Arranged by Jim Branaugh, C.P.M.*

It began with two Boulder Community Hospital nurses taking recycling home after work many years ago. Fast forward to today and Boulder Community Hospital is leading the way to transform the medical industry toward a more sustainable path by setting the mark. Plan to attend our dinner meeting and hear how this program has positively impacted the community, gained national recognition, and influenced an industry.

Kai Abelkis has been Boulder Community Hospital's Sustainability Coordinator since 1999. He is responsible for minimizing the hospital's environmental footprint by reducing waste, conserving energy, promoting alternative transportation, and utilizing alternative energy sources. Kai has been recognized around the world as a leading voice in the efforts to create a more sustainable industry. Kai is currently working with University of Nebraska, University of Maryland, Calgary Health, and Community Hospital of the Monterey Peninsula and others on their sustainability efforts.

Kai Abelkis is a graduate of Indiana University with a degree in Journalism. He has held positions with Greenpeace USA and sits on Colorado's Pollution Advisory Committee, City of Boulder's Climate Advisory Group, and a Board member of the Boulder East Transportation Management Organization.

### NAPM-DENVER CALENDAR

#### NOVEMBER 19

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

#### DECEMBER 3

Webinar  
On-Shore/Off-Shore  
Negotiations  
12 Noon to 1:00 PM

#### JANUARY 14

Webinar  
Bottom Line Negotiations  
12 Noon to 1:00 PM

#### JANUARY 21

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

#### JANUARY 23

CPSM Review  
Exam One: Foundation of  
Supply Management  
8:00 AM – 5:00 PM  
Renaissance Denver Hotel

#### JANUARY 29

NAPM-Denver Winter  
Seminar – Value-Added  
Negotiations  
8:00 AM – 4:30 PM  
Renaissance Denver Hotel

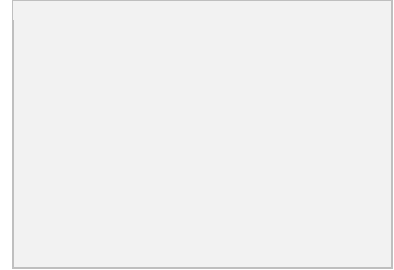
### *NAPM-Denver - Celebrating 90 Years (1919-2009)*

**Mission Statement:** *Provide quality educational and networking opportunities to increase knowledge, ethical standards and foster professional development within the Purchasing and Supply Management Profession.*

Make your reservations now to attend the dinner meeting and see how this program could be put into practice in your workplace.

NEW E-MAIL ADDRESS FOR DINNER RESERVATIONS:

[napm.rsvp@hotmail.com](mailto:napm.rsvp@hotmail.com)



## PRE-DINNER SEMINARS

*Arranged by Jo Ann Rose*

**Starting at 5:30 pm**

**Statement of Work: Panel Discussion:** Continuation of Legal Issues: Binding Elements in a Statement of Work; Panel Members include Kathryn Sweers and Jamie Morea from MillerCoors LLC, and Jeff Franklin from the Attorney General's Office

**Ethics and Procurement:** Let's Talk About the Issues Facing Supply Chain Professionals; Speaker: Caroline McMichen, Director, Ethics and Business Conduct, Molson Coors Brewing Company

**Procuring Benefit Services:** A roadmap for first-timers and experienced purchasers to optimize results; Speakers: Diane Brown, C.P.M. of Diane Brown Consulting, and Mike Marion of Watson Wyatt

## WELCOME NEW MEMBERS

Walt Booth  
Susan Golicic - Colorado State University  
Linda Gustin  
Sean Jeffers - White Wave  
Susan King - White Wave  
John Stephens - Frontier Airlines  
Jim Tactac, CPSM, C.P.M. - Acme Manufacturing  
Jon Teufert - Frontier Airlines  
Elizabeth Key - U.S. Postal Service

## COMMITTEE OF THE MONTH

The Professional Development Committee manages the half-day, one and two-day seminars that are given by NAPM-Denver. This includes contracting for speakers and obtaining a local facility to host the seminars.

The Committee promotes the Institute for Supply Management's (ISM) Certified Professional in Supply Management (CPSM) and Certified Purchasing Manager (C.P.M.) certification programs by providing information at the check-in table at monthly dinner meetings.

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

Doug Henninger, C.P.M.  
Denver Water Board  
Tele: (303) 628-6769  
Email: [douglas.henninger@denverwater.org](mailto:douglas.henninger@denverwater.org)

## BUSINESS CONDITIONS SURVEY

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

The local Denver Manufacturing economic index decreased with an index of 39.1 in September. The Production index was 33.3. The Denver Manufacturing PMI compares to the Institute for Supply Management's (ISM) PMI of 52.6 percent in September, which is 0.3 percentage point lower than the 52.9 percent reported in August, and the second month of expansion following 18 months of decline. (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 was 49.9 in September. Lead times increased in September with an index of 55.8.

The New Orders Index registered 38.9 in September. The Imports Index registered 33.3 in September. The Raw Materials Inventory Index decreased and the Finished Goods Inventory Index increased in September.

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

The local Denver Non-Manufacturing economy increased in September with the Denver Non-Manufacturing PMI at 56.4. The Production Index was 66.7. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing NMI (Non-Manufacturing Index) registered 50.9 percent in September, 2.5 percentage points higher than the 48.4 percent registered in August, indicating growth in the non-manufacturing sector after 11 consecutive months of contraction. ISM's Non-Manufacturing Business Activity Index in September registered 55.1 percent, an increase of 3.8 percentage points when compared to the 51.3 percent registered in August.

The overall Price Index of the Denver Non-Manufacturing Survey registered 55.9 in September. Lead times in our Denver survey increased overall in September. The New Orders Index increased with an index of 65 in September. The Raw Materials Inventory Index was 50 and the Finished Goods Inventory Index decreased in September with an index of 40.

The Employment Index decreased with an index of 37.5 in September. The Availability of Skilled Workers and the Availability of Unskilled Workers Indices both increased in September.

Go to [www.ism.ws/](http://www.ism.ws/) for the complete ISM report. For the complete Denver area surveys, go to the NAPM-Denver website at: [www.napmdenver.org](http://www.napmdenver.org).

## GOING ELECTRONIC

We will be discontinuing mail delivery of the Newsletter as of January 2010. You will still be able to find it online at <http://www.napmdenver.org/newsletter.pdf>.

The Calendar of Events is also online at <http://www.napmdenver.org/calendar.html>.

Saving money and trees!

### 2009-2010 NAPM-DENVER OFFICERS

<b>PRESIDENT</b>	Dorothy Cohen, C.P.M.		(303) 494-0458
<b>PAST PRESIDENT</b>	Dan Marin, C.P.M.	Cricket Communications	(720) 374-8076
<b>PRESIDENT ELECT</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<b>EXECUTIVE DIRECTOR</b>	Carol Coke	NAPM-Denver, Inc.	(303) 444-7056
<b>TREASURER</b>	Kelly Mickelson, C.P.M.	Adams County School District 50	(303) 428-3535
<b>SECRETARY</b>	Jo Ann Rose	Molson Coors Brewing Company	(303) 927-2405
<b>2-YEAR DIRECTOR</b>	Bobby Eggleston, C.P.M.	Ball Aerospace	(303) 939-6310
<b>2-YEAR DIRECTOR</b>	Sandra Schmitzer, C.P.M.		(303) 447-1438
<b>1-YEAR DIRECTOR</b>	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-5292
<b>1-YEAR DIRECTOR</b>	Fred Lehn	Raytheon Polar Services	(720) 568-2369

## 2009-2010 NAPM-DENVER COMMITTEE CHAIRS

<b>ARRANGEMENTS</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<b>EDUC RESOURCES</b>	John Hiatt, CPSM, C.P.M.	Group Publishing	(970) 292-4560
<b>MEMBERSHIP</b>	Laura Simpkins	IHS	(303) 397-2396
<b>NEWSLETTER</b>	Deb Egan	Qwest Corporation	(303) 707-5588
<b>PRE-DINNER SEMINARS</b>	Jo Ann Rose	Molson Coors Brewing	(303) 927-2405
<b>PRESIDENTIAL ADVISORY</b>	Sandra Schmitzer, C.P.M.		(303) 447-1438
<b>PROFESSIONAL DEVELOPMENT</b>	Doug Henninger, C.P.M.	Denver Water	(303) 628-6769
<b>PROGRAMS</b>	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
<b>WEBMASTER/BUSINESS SURVEY</b>	Rogers Coke, CPSM, C.P.M.		(303) 444-1924
<b>MARKETING</b>	Kha Le	Webslinger, LLC	(303) 881-8756

# Happy Thanksgiving

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  
For November 19, 2009  
Renaissance Denver Hotel**

**\*\*\*RSVP DUE prior to Noon, Friday, November 13, 2009 \*\*\***

NAPM-DENVER MEMBER:

\_\_\_\_\_

*(Name)*

\_\_\_\_\_

*(Company)*

\_\_\_\_\_

*(Fax No.)*

I will attend the November 19, 2009 NAPM-Denver dinner meeting at the Renaissance Denver Hotel.

ADDITIONAL MEMBERS 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 and dues paid.**

GUEST(S) THAT WILL BE ATTENDING: Note: You must also contact Carol Coke at (303) 444-7056 to make arrangements for guest(s) - cost is \$35.00 per person).

\_\_\_\_\_

\_\_\_\_\_

Please e-mail this completed reservation form to:

[napm.rsvp@hotmail.com](mailto:napm.rsvp@hotmail.com)

**PLEASE NOTE: NEW E-MAIL ADDRESS FOR  
RESERVATIONS**

# NAPM-DENVER CPSM REVIEW

## EXAM ONE: FOUNDATION OF SUPPLY MANAGEMENT

**DATE:** Saturday January 23, 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 1 - Foundation of Supply Management of [the ISM Certified Professional in Supply Management \(CPSM\) certification exam series](#). To get the most out of this session, each attendee should [purchase a CPSM 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 One: Content and Organization Review

- Contracting & Negotiations
- Cost & Finance
- International
- Social Responsibility
- Sourcing
- Supplier Management
- 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](mailto:carol@NAPMDENVER.org).

or register online at [www.napmdenver.org](http://www.napmdenver.org)

# NAPM-DENVER WINTER SEMINAR

## VALUE-ADDED NEGOTIATIONS

**DATE:** Friday, January 29, 2010  
**TIME:** 8:00 a.m. - 4:30 p.m.  
**PLACE:** Renaissance Denver Hotel  
3801 Quebec Street, Denver, CO 80207

**About this seminar:**

The ability to effectively negotiate is a critical skill in the supply management professional's toolkit. This highly interactive seminar is an excellent review for seasoned negotiators and provides a solid foundation for all supply management professionals.

**Seminar Overview:**

- Understanding the negotiation process—the who, what, when, where and why
- Preparing for and conducting negotiations—the critical success factors in successful negotiation outcomes
- Understanding the strengths and opportunities of different negotiating styles—yours and others'
- Developing negotiation strategies customized to your specific negotiating environments

**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: \$375           Non-Member \$425

Study materials and lunch included in fee. **7 credit hours**/class hours will be earned toward 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](mailto:carol@NAPMDENVER.org).

or register online at [www.napmdenver.org](http://www.napmdenver.org)