

October 2008

DINNER SPEAKER OCTOBER 16

Tactical to Practical Success Secrets of High-Achievers

What do quantum physics, neuroscience and everyday success strategies have in common? Find out during this highly enlightening, always entertaining, presentation that demystifies the latest research in quantum physics and neuroscience and shows how incorporating this material into your daily habits is essential to everyday success...and the devastating consequences of not including it.

David Koons is founder and CEO of CoreFX Training, a professional development company that creates customized training solutions and inspires people with the message that *anything is possible!* He travels the world helping people overcome the fear and doubt keeping them from living their ideal lives. Whether speaking to executives, employees, small business owners, entrepreneurs, direct selling associates or independent professionals, David leaves the audience *knowing* they have an essential role to play and ready to "Be More Than A Possibility!" David is famous for saying: *"You have a millionaire inside fighting to get out and the only person holding this millionaire back is you!"*

One of David's first entrepreneurial ventures resulted in building a multi-million dollar business in three short years. This success attracted others to ask how he did it. So, he began teaching and coaching people toward achieving similar or greater results.

Don't miss this exciting and informative presentation on October 16.

NAPM-Denver Calendar

October 16

ISM Satellite Seminar
*Applying Lean Concepts in
Supply Management*
Location TBA
8:00 a.m.

October 16

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

October 23

NAPM-Denver Seminar
*The 'Gotchas' of
Leases & Contracts*
8:00 a.m.
Renaissance Denver Hotel

November 15

C.P.M. Exam Review
Module 4: Management
8:30 a.m.
Front Range Comm. College

November 15

CPSM Bridge Exam Review
Session
8:30 a.m.
Front Range Comm. College

November 20

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

**2008-2009
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PRE-DINNER SEMINARS

Hedging Commodities (Energy and Aluminum): How to ride the roller coaster of commodity prices

C.P.M./CPSM Preparation: Need an Rx for test anxiety? How you can improve your test scores.

Network/Job Search: Tips on navigating the job search jungle



BUSINESS CONDITIONS SURVEY

By Rogers Coke, C.P.M.

Note: The NAPM-Denver Business Conditions Surveys for June and July are now on the NAPM-Denver web site.

The local Denver **Manufacturing** economic index reversed again as it decreased in August. August's index is 48.9. July's index was 56.6. The Production index increased in August at a slower rate with an index of 57.1. July's Production index was 61.7. 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 July. (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 in August. The Raw Materials, Components and Computers sectors decreased, while the Services sector increased and the MRO and Capital Goods sectors remained unchanged. Lead times increased at a slower rate in August compared to July. The New Orders Index decreased in August reversing July's increase. The Imports Index decreased at a faster rate in August compared to July.

August's **Manufacturing** Employment Index decreased in August. The Availability of Skilled Workers Index and the Availability of Unskilled Workers Indices both remained unchanged in August.

The local Denver **Non-Manufacturing** economy increased in August at a faster rate than in July. The Denver Non-Manufacturing PMI was 70.4. The July index was 62.6. The Production Index increased at a faster rate in August as the rate was 78.6. The Denver Non-Manufacturing Index compares to the Institute for Supply Management's (ISM) Non-Manufacturing PMI/NMI which registered 50.6 percent indicating growth in the non-manufacturing sector. The overall Price Index of the Denver **Non-Manufacturing** Survey increased at a slower rate in August. Prices in all sectors increased. Lead times in our Denver survey remained unchanged in August. The New Orders Index increased at a slower rate in August.

The **Non-Manufacturing** Employment Index increased in August reversing the decreasing rate of July. The Availability of Skilled Workers Index decreased faster and the Availability of Unskilled Workers Index remained unchanged in August.

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

The **Professional Development Committee** manages the one and two-day seminars that are given each year by NAPM-Denver. This includes contracting for speakers and obtaining a local facility to host the seminars. The committee arranges to host Institute for Supply Management (ISM) Satellite Seminars.

The Committee promotes the Certified Purchasing Manager (C.P.M.) and Certified Professional in Supply Management (CPSM) professional credentials programs by providing information at the check-in table at monthly dinner meetings and arranging for C.P.M. and CPSM Exam Reviews.

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

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

COMMITTEE CHAIRS

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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.



DID YOU KNOW?

Last Chance to Register for C.P.M. Make your plans now to register for your C.P.M. Exams before the final registration deadline on December 31, 2008. Your exam registration is valid for one (1) year from the date you register. Even though the C.P.M. will be moving into recertification-only status in January 2013, ISM recommends that you register and complete all modules before December 31, 2008, to allow time for registration of any failed exams. After the deadline, you will not be able to register any exams, including retakes.



WELCOME NEW MEMBERS

Michael Bruno - Comcast
Anthony Murphy – Suncor Energy
Gioi Miller, C.P.M. – Arrow Electronics



CONGRATULATIONS TO..... DIANA OCAÑA

Diana Ocaña, C.P.M., received the 2008 Ernie Waters Distinguished Service Award at the September dinner meeting. Diana was born at Edwards Air Force Base in California and graduated from Alamosa High School. She received a BS from Marymount College in Tarrytown, NY in Business Management and an MS from Webster University. Diana's professional career has included working for Simon & Schuster, Adams County, Qwest Communications and, currently, Aimco. Diana has been very active in NAPM-Denver since joining in 1998, including serving on the Board and as president, secretary and treasurer. Congratulations, Diana, on receiving the Ernie Waters Distinguished Service Award.

NAPM-DENVER DINNER RESERVATIONS

Renaissance Denver Hotel

October 16, 2008

******RSVP DUE prior to Noon, Friday, October 10******

NAPM DENVER MEMBER: _____

(Name)

(Company)

(Fax No.)

I will attend **the October 16, 2008**, 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/each.

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.

NAPM-DENVER – FALL SEMINAR 2008

The LeaseSpeak™ System: YOUR Guide to Saving Money on Leases & Contracts

Date: October 23, 2008

Time: 8:00am to 5:00pm (MST)

Place: Renaissance Hotel - 3801 S. Quebec St., Denver, CO 80207

Leasing equipment can offer a significant and positive impact on the financial condition of corporate finances, but can often end up costing more than anticipated. Mary Redmond reveals her exclusive insights and shares her list of "Gotchas" of leases & contracts. As she covers her Smart Leasing Strategies, her high energy and fun personality makes this seminar enjoyable and guarantees many takeaways.

The workshop covers three critical areas of lease contracts:

A. The LeaseSpeak™ System: Your Guide to Saving Money on Leases & Contracts

- The terminology that often hides inflated costs, extra fees and a high lease rate.
- The top 10 questions to ask before signing a lease.
- What attorneys and accountants don't see.
- How to manage your lease contracts once the deal is done.

B. The LeaseSpeak™ RFP: How Important is the Lease RFP?

- Draft a financial deal that is tailored to meet your company's equipment usage plans.
- Know that the lease will please the accounting department because they were part of the Lease RFP Team.
- Learn how to locate new leasing sources to ensure the most competitive bids.
- Design the RFP that makes it easier to compare all bidders equally.
- Feel confident that all the leases meet your company's tax and accounting guidelines.
- Remove the end of lease surprises when you control the format for RFP responses.

C. The LeaseSpeak™ Negotiations: How to Get More of What You Want Every Time

- Homework: Research and plan for what you want.
- Explore and engage the other person to understand what is important to them.
- Assess what you know and what you still need to know.
- Recommend and propose: Explore and discuss various plans.
- Document and distribute the agreement quickly.

About the Instructor: Author of *The LeaseSpeak™ Dictionary: Understanding Terms That Save You Money*, Mary Redmond, President of Independent Lease Review, Inc., brings her unique skills & 20+ years experience as a lease and contract expert. Mary was an instructor at the ISM International Conference in 2007.

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

Study materials and lunch included in fee.

One credit hour/class hour will be earned towards C.P.M or A.P.P. Re-certification.

NAME: _____ COMPANY NAME: _____

COMPANY ADDRESS: _____

PHONE: _____ FAX: _____ E-MAIL: _____

Please Send Registration and Payment to NAPM-DENVER, 3525 Copper Street, Boulder, CO, 80304 or Fax to: 303-444-7056. To pay by credit card, call Carol Coke at 303-444-7056.

2008-2009 C.P.M. Exam Review Sessions

Module 4: Management November 15, 2008
Module 1: The Purchasing ProcessJanuary 17, 2009
Module 2: Supply EnvironmentMarch 14, 2009
Module 3: Value EnhancementMay 9, 2009
Module 4: ManagementJuly 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
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.

\$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 _____

CPSM BRIDGE EXAM REVIEW

SATURDAY, NOVEMBER 15, 2008

The Certified Professional in Supply Management (CPSM) is the Institute for Supply Management (ISM)'s newest certification standard. The CPSM will be relevant internationally and reflect the expanded knowledge, skills and abilities needed to be a successful supply management professional.

Current C.P.M.'s (who hold a bachelor's degree from a regionally accredited institution) can take the Bridge Exam to attain the CPSM. The Bridge is a single exam covering contemporary subject matter and material not covered in the current C.P.M. Exam, but found within the content of the three CPSM exams. The Bridge Exam will be available to test through the end of 2014. **You must be a current C.P.M. to register for the Bridge Exam.**

The Bridge Exam will cover the following areas: Contracting/Negotiations, Cost/Finance, International Social Responsibility, Sourcing, Supplier Relationship Management, Forecasting, Logistics, Materials & Inventory Management, Organization/Department Assessment, Planning, Product Development, Project Management, Quality, Leadership, Risk and Compliance and Strategic Sourcing.

This CPSM Bridge Exam Review class will help prepare you to take the Bridge Exam by providing helpful study tips, CPSM Bridge Exam content overview and exercises including questions similar in format to ones on the actual test.

It is strongly recommended that you purchase the CPSM 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 Susan Kellar, C.P.M. and Rogers Coke, C.P.M.

REGISTRATION FORM

Name: _____ Member \$ 150.00
Company: _____ Non-Member \$ 200.00
Address: _____
City, State, Zip Code: _____
Phone: _____ Fax: _____ E-Mail: _____
Credit Card Type: _____ Credit Card #: _____ Exp: _____

Call Carol Coke at 303-444-7056 to register.
Call Doug Henninger, C.P.M. at 303-628-6769 for further details on the course and other information.
Mail payment to: NAPM-Denver, 3525 Copper Street, Boulder, CO 80304