

SEPTEMBER 2011

NAPM-DENVER CALENDAR				
<u>AUGUST 30</u>	<u>SEPTEMBER 15</u>	<u>SEPTEMBER 24</u>	<u>OCTOBER 18</u>	<u>NOVEMBER 12</u>
ISM Free Webinar User Adoption – The Key To Successful Procurement Automation Noon – 1:00 PM	Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner) Dinner Reservation Form	NAPM-Denver CPSM Review: Exam 2: Effective Supply Management Performance 8:00 AM to 5:00 PM, Renaissance Denver Hotel	NAPM-Denver Seminar No to Go@: The Successful Negotiator 8:00 AM to 4:30 PM, Renaissance Denver Hotel	NAPM-Denver CPSM Review: Exam 3: Leadership in Supply Management 8:00 AM to 5:00 PM, Renaissance Denver Hotel

DINNER MEETING – SEPTEMBER 15 (6:45 P.M.)

Mastering the Zone

Discover Your Personal Success Strategies to Get Results Now!

As a purchasing professional, you’ve experienced it all -- from days when you feel great, are thinking creatively, solving problems, connecting with your vendors and co-workers, and meeting deadlines...to days when you feel overwhelmed with changes, keeping up on your obligations, deadline demands and having to do too much with too little time...or too little budget.

Dean Savoca will help you to focus on your *good* days, to identify what went right and why, and how *your own actions and frame of mind influenced the success of these days*. You’ll learn how to use this knowledge to increase your awareness of when you are in a successful frame of mind, making it much easier to access your *performance zone*!

During the session, you’ll learn how to...

- Discover what you *think, say, and do* differently on successful days,
- Identify the strategies you use when you’re working at your best, and
- Apply these strategies to difficult days...and turn those days around!

Dean helps organizations get results by improving the effectiveness of their performance management systems and building the emotional intelligence of their people. He offers strategic planning, leadership development, sales and customer service training, performance coaching and keynote speaking. He is currently the incoming President of the National Speaker Association Colorado Chapter and is past chairman of the board of the Cherry Creek Chamber of Commerce. He holds a Master’s Degree in Organization Performance & Change.

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

Six Sigma - Amy Faust, Certified Raytheon Six Sigma Expert, Speaker

Supply Chain Risk & Effective Management Practices - 2011, Bob Forshay, Vice President, Transformance Advisors, Speaker

BUSINESS CONDITIONS SURVEY

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

The local Denver Manufacturing economic index decreased faster in July with an index of 35.3. The Production index for July was 25.

(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 65 in July. Prices increased in the Capital Goods, Raw Materials and Components sectors and remained unchanged in the other sectors. The Lead Time Index increased at a slower rate with an index of 60 in July. Lead Times increased in the Capital Goods, Raw Materials, Components and Services sectors, and registered 50 in the MRO and Computers sectors. The Raw Materials Inventory and the Finished Goods Inventory Indices increased in July.

July's Employment Index increased with an index of 50. The Availability of Skilled Workers and the Availability of Unskilled Workers Indexes remained unchanged in July. Supplier performance in our Denver survey remained unchanged in all sectors.

The local Denver Non-Manufacturing economy increased at a faster rate with an index of 61.9 in July. The Denver Non-Manufacturing PMI in June was 52. The Production Index was 50.

The overall Price Index of the Denver Non-Manufacturing Survey registered 62 in July. Prices increased in the Capital Goods, Raw Materials and Components sectors and remained unchanged in the other sectors. The Lead Time Index was 62.3 in July. Lead times increased in the Capital Goods, Raw Materials, Components and Services sectors and remained unchanged in the MRO and Computers sectors. The New Orders Index was at 66.7 in July. The Raw Materials Inventory and the Finished Goods Inventory Indices increased in July.

The Employment Index registered 62.5 in July. The Availability of Skilled Workers Index remained unchanged and the Availability of Unskilled Workers Index increased in July.

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

Go to www.ism.ws for the complete ISM report.

CONTACT INFORMATION

Has your contact information changed?

If so, please e-mail your new information to the NAPM-Denver office carol@napmdenver.org.

ERNIE WATERS DISTINGUISHED SERVICE AWARD

Dorothy Cohen, C.P.M. received the 2011 Ernie Waters Distinguished Service Award at the May 19, 2011 NAPM-Denver dinner meeting. The Ernie Waters Distinguished Service Award is the highest award that the National Association of Purchasing Management-Denver (NAPM-Denver) bestows on a member. The award is presented to an individual who has:

- Demonstrated leadership, both in the Association and in the purchasing profession
- Provided outstanding service to the Association and to the purchasing profession
- Made contributions for the advancement of purchasing as a profession
- Experienced outstanding success in his or her own position

The 2011 Selection Committee consisted of several previous recipients of the Distinguished Service Award most of who are also past presidents of NAPM-Denver. Members of the Selection Committee were:

- Dan Marin, C.P.M., Cricket Communications (2010)
- Sally Erickson, C.P.M. - (1996)
- Stephen R. Robles, C.P.M., CPIM, Hunter-Douglas (2004)
- Ginger Young, C.P.M., ProBuild, (2006)
- Diane Ocaña, C.P.M., Aimco (2008)
- Susan Kellar, C.P.M., IHS (2009)

Dorothy was born in Patchogue, New York. She graduated from Patchogue High School and William Penn College (now University) in Oskaloosa, Iowa. She has earned the Certified Purchasing Manager certification. Dorothy's professional career has included working for the following companies: Rockefeller University Biochemistry, U.S. Peace Corps Liberia West Africa Maternity Child Health Volunteer, University of Colorado Molecular Cellular Biology Department, Solar Energy Research Institute Photobiology Department, RiverSong Bed and Breakfast, Colorado Environmental Coalition, National Jewish Medical and Research Center Purchasing Department, Boulder County Health Department Partners for Food Safety Program.

Dorothy joined NAPM-Denver in October 1994 and has held the following positions:

- Past President of NAPM-Denver
- President of NAPM-Denver 2009-2010
- Programs Committee Chair of NAPM-Denver
- Pre-Dinners Seminar Chair of NAPM-Denver
- Member of the Pre-Dinner Seminar Committee
- Public Relations Chair
- Newsletter Editor
- Member of the Board of Directors of NAPM-Denver
- Secretary of NAPM-Denver
- Treasurer of NAPM-Denver

Her hobbies include: hiking, quilting, cooking.

Congratulations, Dorothy, on receiving the Ernie Waters Distinguished Service Award.

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

Dorothy Cohen
Tele: (303) 494-0458
Email: dorothy_cohen@g.com

NAPM-Denver SURVEY RESULTS

NAPM-Denver sent a survey via www.surveymonkey.com in June 2011 asking NAPM-Denver members questions regarding the services that NAPM-Denver provides. There were 57 total responses. The NAPM-Denver Board of Directors and Committee Chairs thank you for taking the time to respond. The responses are very helpful for planning future programs. Please click on the following link to see the survey results:
http://www.napmdenver.org/Article_Survey_Monkey_2011.pdf.

CONGRATULATIONS TO:

New CPSM

Kelly Hunter, CPSM - Echostar Technologies
Aryal Prashanta, CPSM - Spark Fun Electronics

Recertified C.P.M.s

Stephen Bernard, C.P.M. - AT & T
Charles Geanetta, C.P.M. - State of Colorado
James Laube, C.P.M. - Fort Wayne Pools
Robert Neff, C.P.M. - Isle of Capri Casino

Welcome New Members

Jerri Beattie - Tri State Generation & Transmission
Scott Brown - ADA Carbon Solutions
Christopher Cleveland
Kirk Dombrowski - Level 3 Communications
Lance Gonzalez - Level 3 Communications
Julia Hubbel - The Hubbel Group
Dwayne Irwin - Covidien
Chad Laszlo
Luis Salas - Tri State Generation & Transmission
Karen Calegan Solano - Tri State Generation & Transmission
Gary Sumner - Boulder Scientific Company
Erin van de Boogaard - Level 3 Communications
Collina Washington - Roaring Fork Transportation Authority

2011-2012 NAPM-DENVER OFFICERS

President	Kelly Mickelson, C.P.M.	Adams County School District 50	(303) 428-3535
Past President	Jim Branaugh, C.P.M.	Tri-State G&T	(303) 254-3111
President Elect	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151
Executive Director	Carol Coke	NAPM-Denver, Inc.	(303) 444-7056
Treasurer	Fred Lehn	Jacobs Engineering	(303) 462-7530
Secretary	William Gertz, CPSM	Level 3 Communications	(720) 888-3757
2-Year Director	Debbie Rowe, C.P.M.	Raytheon Polar Services	(720) 568-2220
1-Year Director	Myrna Corsentino, C.P.M.	United Foam	(303) 892-1106
1-Year Director	Kristina Gulish	University of Colorado Denver	(303) 556-2400

2011-2012 NAPM-DENVER COMMITTEE CHAIRS

Arrangements	Fred Lehn	Jacobs Engineering	(303) 462-7530
Educational Resources	MP Parthasarathy, PhD	U. of Colorado at Denver	(303) 315-8445
Membership	Ginger Young, C.P.M.	ProBuild	(303) 335-1264
Newsletter	Deb Egan, C.P.M.	CenturyLink	(303) 308-5141
Pre-Dinner Seminars	Dorothy Cohen		(303) 494-0458
Presidential Advisory	Sandra Schmitzer, C.P.M.		(303) 447-1438
Professional Development	Susan Kellar, C.P.M.	IHS	(303) 397-2297
Programs	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151
Webmaster/Business Survey	Rogers Coke, CPSM, C.P.M.		(303) 444-1924
Public Relations/Marketing	Wendy Albrecht, C.P.M.	Sounds True	(303) 665-3151