



## NAPM-CORPUS CHRISTI MARCH 2009

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### Events at a Glance

#### MARCH 2009

**3/17/09 NAPM- Monthly Meeting  
TOWN CLUB**  
800 N. Shoreline  
5:15 Board Meeting  
6:15 Social/ Networking  
6:45 Opportunity Dinner Meeting  
“Purchasing Month”  
Cost: \$15.00/ person

#### APRIL 2009

**4/21/09 NAPM- Monthly Meeting  
TOWN CLUB**  
800 N. Shoreline  
5:15 Board Meeting  
6:15 Social/ Networking  
6:45 Opportunity Dinner Meeting  
Cost: \$15.00/ person

**4/25/09 Golf Tournament  
Kings Crossing Country Club**  
8 a.m. Shotgun Start

#### MAY 2009

**5/19/09 NAPM- Monthly Meeting  
TOWN CLUB**  
800 N. Shoreline  
5:15 Board Meeting  
6:15 Social/ Networking  
6:45 Opportunity Dinner Meeting  
Cost: \$15.00/ person

### ~ President’s Message ~

Our speaker for the February meeting was Dr. Prezas from Texas A&M University-Corpus Christi. He enhanced the Seven Deadly Sins pertaining to the business world. He also suggested we look out for our children and/ or grandchildren due to cyberspace “bullying”. Dr. Prezas has spoken to our association several times over the past years and as always it was very informative and interesting.

The golf tournament is moving along and the committee needs your assistance in getting players and sponsors, along with helping the day of the event, April 25, 2009.

I invite all of you to enjoy this newsletter and I look forward to seeing you at our March 17<sup>th</sup> meeting. Please send your R.S.V.P. to [kcox@wbhq.com](mailto:kcox@wbhq.com). Our social time begins at 6:15, right after the board meeting.

Remember, March is “Purchasing Month”.

*Sincerely,  
Elaine Colwell, President*

#### BOARD OF DIRECTORS REPORT FOR FEBRUARY 2009:

1. Our Membership Activities Chair is open. Carolyn Koski is no longer able to do this job. Cindy Perez & Frank Pimentel are going to assist until the position is filled.
2. It was discussed and approved to increase the cost of meals at our monthly dinner meetings by all attendees except for invited guests and speakers. The cost will go from \$15 to \$20. This will lower the amount that the association needs to contribute per meal. The higher price will go into effect August 2009.
3. A Nomination Committee was formed by Sheila Lipstreu and Frank Strickland. We need just one more member to be on the committee. The Committee will be selecting Officers, Board Members and Chairs for August 2009 – May 2010.
4. The board voted not to have an Administrative Professionals Meeting this year.

Copies of the minutes are available on request by contacting Kathy Cox at 878-0493 or [kcox@wbhq.com](mailto:kcox@wbhq.com).

The Public Relations Committee of the NAPM Corpus Christi publishes The Buyline ten times a year. This newsletter is provided to all Association members. All comments, inquiries, and suggestions are welcome; send to Jenny Remlinger at [jremlinger@wbhq.com](mailto:jremlinger@wbhq.com).

## MARCH DINNER MEETING March 17, 2009



### OFFICERS

#### President

Elaine Colwell - CCISD  
[elainec@ccisd.us](mailto:elainec@ccisd.us)  
(361) 886-9100 ext.9297

#### First VP

Cindy Perez - CCISD  
[cyperez@ccisd.us](mailto:cyperez@ccisd.us)  
(361) 886-9105

#### Second VP

Luis Martinez- Derco Aerospace  
[Lpmjr73170@yahoo.com](mailto:Lpmjr73170@yahoo.com)  
(361) 585-5978

#### Secretary

Kathy Cox- Whataburger  
[kcox@wbhq.com](mailto:kcox@wbhq.com)  
(361) 878-0493

#### Treasurer

Cindy Johnson - FMC  
[cindyc.johnson@fmcti.com](mailto:cindyc.johnson@fmcti.com)  
(361) 289-3454

#### Senior Advisor

Frank Strickland, C.P.M.  
[elnbrdwy@aol.com](mailto:elnbrdwy@aol.com)  
(361) 643-7846

#### Immediate Past President

David Davila, C.P.M., A.P.P. –  
TAMU-CC  
[david\\_davila@tamucc.edu](mailto:david_davila@tamucc.edu)  
(361) 825-2616

### COMMITTEE CHAIRS

#### Professional Development Chair

Frank Pimentel  
[econ.dev@att.net](mailto:econ.dev@att.net)  
(361) 937-9749

#### Programs Chair

Annie Cruz – DCP Midstream  
[macruz@dcpmidstream.com](mailto:macruz@dcpmidstream.com)  
(361) 584-8503

#### Membership Chair

OPEN

#### Public Relations Chair

Jenny Remlinger- Whataburger  
[jremlinger@wbhq.com](mailto:jremlinger@wbhq.com)  
(361) 878-0866

#### Job Line Chair

Sheila Lipstreu  
[jlipstreu@stx.rr.com](mailto:jlipstreu@stx.rr.com)  
(361) 949-2072

This month's speaker is our own Frank Pimentel. The topic of discussion will be "An Overview of Economic Development in the Coastal Bend". Mr. Pimentel has 20 years of experience in the manufacturing sector followed by 20 years of experience in Quality and teaching at the college level.

In Quality Assurance/ Control, Mr. Pimentel has worked as a Quality Consultant for utility companies, as a consultant to businesses on ISO-9000 Quality Systems and Military Quality Programs, and as a consultant to the U.S. Nuclear Regulatory Commission (NRC).

He was one of the 28 executives selected to the U.S. Peace Corp to assist the country of Poland in their Industrial Economic Development Program.

We look forward to Mr. Pimentel's presentation and hope you will join us this month!

**Place:** Corpus Christi Town Club, 800 N. Shoreline Blvd 6<sup>th</sup> floor.

**Time:** 6:15 to 6:45 Social/ Networking

6:45 to 8:00 Opportunity Dinner Meeting and Speaker

8:00 to 8:15 Closing Remarks

**Cost:** \$15 for members; If your birthday is in March your dinner is free!

*Dinner Menu: Town Club House Salad- Mixed Greens with Carrots, Cherry Tomatoes, Cucumbers with Balsamic Vinaigrette, Pan Seared Southwest Breast of Chicken with a Corn Stuffing and Drizzled with a Sun-Dried tomato Cream Sauce and Vanilla Bean Ice Cream rolled in Pecans and Topped with Caramel Sauce and Whipped Cream.*

Remember, bring a new prospective member to the monthly Opportunity Dinner meeting and his/her dinner is free. The only requirement is that the prospective member must meet the requirements for NAPM membership and has not attended a previous dinner meeting.

Questions? Contact Carolyn Koski @ [Carolyn.koski@tamucc.edu](mailto:Carolyn.koski@tamucc.edu) or 825-3434.

### **Supply News...**

#### China Contributes the Most Risk to International Companies

China is the region that contributes the most risk to international supply chains, according to a new study from AMR Research ([www.amrresearch.com](http://www.amrresearch.com)). Respondents from 130 international companies overwhelmingly chose China as the top contributing region for nine of the 15 risks, including intellectual property infringement, supplier and internal product quality failure, and security breaches- although they still rely on China for manufacturing and labor needs. This creates a dilemma for many companies. The survey also revealed the following three key findings:

- The risk of product quality failure and intellectual property violations is growing.
- Nearshore sourcing and manufacturing is increasing.
- The top three most successful strategies that companies execute in mitigating risk in their supply chains are performance-based contracts with suppliers or service providers, closer collaborative relations with trading partners, and dual or multi-sourcing strategies and using redundant suppliers.

- Inside Supply Management, February 2009 Issue



**MARCH BIRTHDAYS!**

|                         |          |
|-------------------------|----------|
| Jason Tucker            | March 5  |
| Frank Strickland, C.P.M | March 8  |
| Kathy Cox               | March 14 |
| Jenny Remlinger         | March 21 |

Remember, birthday celebrants, **YOUR MEAL IS FREE** this month, so be sure to attend the March meeting!



**JOB LINE**

**Jacobs Engineering** is hiring a Field Material Buyer, Materials Manager, and Quality Manager. Visit [www.jacobs.com](http://www.jacobs.com) for more information.

**Honeywell (CCAD)** is hiring a Material Coordinator and Material Analyst.

**Corpus Christi Army Depot** is hiring a Production Controller, Inventory Management Specialist and Logistics Management Specialist.

**Texas A&M University- Kingsville** is hiring a Purchasing Administrative Coordinator.

**Workintexas.com** has a listing for a Warehouse Specialist.

Following are links to the Southwest Supply Chain Forum's "Job Watch", the ISM's "Career Center", and the *Corpus Christi Caller Times*' Jobs Section to assist those of our members looking for new procurement opportunities.

- <http://www.ismswscf.org/jobs.htm>
- <http://www.ism.ws/CareerCenter/SearchJob.cfm>
- <http://www.caller2.com/careers/>
- <http://www.monster.com>
- <http://hotjobs.yahoo.com/>

Questions? Contact Sheila Lipstreu @ [jlipstreu@stx.rr.com](mailto:jlipstreu@stx.rr.com) or (361) 949-2072.

**TREASURER'S REPORT**

by **CINDY JOHNSON**

**Current Assets as of 2/28/09**

|                             |                     |
|-----------------------------|---------------------|
| CD                          | \$ 27,599.62        |
| NavyArmy Share Account      | 395.95              |
| Kleberg Bank Money Market   | 2,312.57            |
| Kleberg Bank Checking       | <u>5,647.90</u>     |
| <b>Total Current Assets</b> | <b>\$ 34,669.69</b> |



**It's Not to Late to Sign Up!  
We Still Need Players & Sponsors!!**

**National Association  
of Purchasing Management  
Corpus Christi, Inc.**

**Golf**

**Tournament**



**Kings Crossing Country Club  
Corpus Christi, Texas  
Saturday, April 25, 2009  
Format: 4 Player-Team Scramble**

A portion of the proceeds will benefit  
St. Jude Hospital on behalf of  
TAMUCC-Delta Delta Delta Sorority

Time of Play: 8:00 A.M. Shotgun Start

Cost: \$400 per team, \$125 per individual  
Entry fee covers greens fee, cart rental, range balls, soft drinks, breakfast, lunch, awards and door prizes.

Sponsorship Levels at \$100, \$200 & \$300!!

This golf tournament will be one of our biggest fundraisers of the year and we need your help to find teams to play and sponsors for the tournament. For entry information or Sponsorship information, contact:

Luis Martinez, [lpmj73170@yahoo.com](mailto:lpmj73170@yahoo.com), 585-5979  
Frank Strickland, [elnbrdwy@aol.com](mailto:elnbrdwy@aol.com), 643-7846  
Cindy Perez, [cyperez@ccisd.us](mailto:cyperez@ccisd.us), 249-0853

## GAINING CONTROL OVER ANXIETY

By: Frank Pimentel, Professional Development

What follows is a portion of an Article by Jeffery A. Miller, appearing in the February 2009 publication of the magazine "INSIDE SUPPLY MANAGEMENT".

Is your anxiety affecting your ability to think clearly? Here are some tips that may help you and your associates.

For many, these are turbulent times, with the world and U.S. economy in a state of flux and uncertainty over fiscal and monetary policies. On a personal level, both at home and in your work environment, having enough money to pay your bills and keeping your home from foreclosure can be daunting and frightful.

It is likely that anxiety is a driving force behind many personal and major decisions in your organization. It is important that one find a way to channel their anxieties to keep from making sudden or knee-jerk decisions.

However, not all anxiety is negative. In fact, positive anxiety can be very beneficial both personally and professionally. The trick is to know how to use your anxiety or the anxiety of others to your benefit. Managing control of your anxiety can be a powerful force in your personal and professional life.

In multi relationships, regardless of the so-called "pecking order", attempt to assume non-emotional leadership position and attempt to neutralize it. Several guidelines or principals follow that illustrate the neutralizing or non-emotional leadership stance.

Take sides with issues, ideas, and principles, not with people. Maintain "good enough" contact with all sides of an issue- don't cut off yourself from any one side.

Don't attempt to manage a multi party relationship. Let them work it out. In multi relationships, any agenda you have, as to how the relationship should be managed, should be avoided. Don't get in the middle of the issue.

Finally, control your anxiety or your anxiety will control you.

Contact Frank Pimentel at [econ.dev@att.net](mailto:econ.dev@att.net) or 361-937-9749 for comments and to request topics for future newsletters.

**Do you want to strengthen your knowledge of the purchasing industry? Visit <http://www.ism.ws/education/> to find out about specific ISM Professional Seminars.**

## Looking Ahead...



**ENERGIZE** YOUR SUPPLY MANAGEMENT CAREER!

Visit <http://www.ismswscf.org/swpc/index.htm> for more information.

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### **A BIG Thank You to our past Sponsors!**

*August:* United Rentals,  
Sam Orta, 851-0870

*September:* Air & Filters,  
Sandra Taylor, 723-0130

*October:* Summus Industries,  
Rodney Craig, 281-340-2033

*November:* Lamar Realty,  
Lamar Lawson, 956-330-3525

*December:* Matheson Tri-Gas,  
Dan Denning, 832-296-5211

Do you know of a company that would like exposure to our Purchasing Association? Contact Luis Martinez @ [lpmj73170@yahoo.com](mailto:lpmj73170@yahoo.com) or (361) 585-5978.