

THE BUYLINE



NAPM-CORPUS CHRISTI
NOVEMBER 2008

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~ President's Message ~

Events at a Glance

NOVEMBER 2008

**11/18/08 NAPM- Monthly Meeting
TOWN CLUB**
800 N. Shoreline
5:15 Board Meeting
6:15 Social/ Networking
6:45 Opportunity Dinner Meeting
Speaker: Gail Hoffman,
Associated General Contractors
Sponsor: Lamar Commercial Realty
Cost: \$15.00/ person

DECEMBER 2008

**12/16/08 NAPM- Monthly Meeting
TOWN CLUB**
800 N. Shoreline
5:15 Board Meeting
6:15 Social/ Networking
6:45 Opportunity Dinner Meeting
Sponsor: Mathison Tri-Gas
Cost: \$15.00/ person

JANUARY 2008

**1/20/08 NAPM- Monthly Meeting
TOWN CLUB**
800 N. Shoreline
5:15 Board Meeting
6:15 Social/ Networking
6:45 Opportunity Dinner Meeting
Speaker: Marianne McGee, OSHA
Cost: \$15.00/ person

FEBRUARY 2008

**2/17/08 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

If you wanted to know what is going on and is about to go on in Corpus Christi, Texas you should have been at our October 21 meeting. Foster Edwards, President and CEO of the Corpus Christi Chamber of Commerce spoke to us about the economic condition of our area and things to come in the very near future and in the distant future.

The association would really like for you to attend the meeting on Tuesday, November 18th at the Corpus Christi Town Club. Not only do we enjoy networking and hearing a good speaker, but the food is excellent. I invite you to come to the meeting, visit with each other and then listen to an outstanding speaker. We have had exceptional speakers this year so far.

I'd like to take the opportunity to provide you with an update on the committees we have established. The Fund Raising Committee is putting together a golf event for April. If you are interested in assisting with this event please contact myself or any of the other board members. They are also working on a "Buyer's Showcase". This is the latest buzz in our profession and is when the sellers pay to come and talk with buyers sitting behind a table. This allows sellers to get one on one attention from the buyers.

The Program committee is working to establish the speakers for the balance of the year. A copy of the calendar will be attached to a newsletter in the near future. If there is a topic or subject you want to learn more about please e-mail Annie Cruz at macruz@dcpmidstream.com and she will try to get a speaker on that topic.

The Membership/ Marketing Committee is working on ways to grow our membership, help the current members feel at "home" during events and develop new and exciting ideas for our meetings.

If you are interested in helping on one of these committees please contact one of the board members at the meeting or via e-mail; we would love to have you serve with us.

We are up and running into the new year with a lot of excitement and vigor. In fact it is almost Christmas. The business year is getting to the half way point rather quickly. Come join us at the November meeting and catch the spirit and excitement.

Sincerely,
Elaine Colwell

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NOVEMBER DINNER MEETING November 18, 2008



This month's speaker is Gail Hoffman. Ms. Hoffman has been a resident of Corpus Christi for 28 years. She has been in association management for more than 12 years and after being a volunteer for Images for Conservation she was lured into employment by them after retiring from her previous employer. Images for Conservation is a non-profit organization with its main focus being the coordination of the Pro-Tour of Nature Photography. Gail is in the early planning stages of creating a Nature Photo Tourism Trade Association to work in conjunction with the Pro-Tour with the intent to create an Economic Engine generated by Conservation.

Place: Corpus Christi Town Club, 800 N. Shoreline Blvd 6th 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 November your dinner is free!

Dinner Menu: Town Club House Salad, Chicken Enchiladas and Traditional Key Lime Pie

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 or 825-3434.

Welcome New Members!!

We would like to welcome Sarah Capak, Whataburger and Erica Cantu, Nueces County to our association.

NAPM OPPORTUNITY MEETING SPONSOR

The October NAPM opportunity meeting sponsor is **Lamar Realty**. Owner, Lamar Lawson is also representing Southcorp "The Crossing Project", a new development in Corpus Christi. He will be presenting this project at our meeting. Lamar has been active in the real estate business since 1982. His activities have included representation of three major development firms that were national in scope. His primary focus has been industrial buildings and park development in the major markets in Texas such as Dallas/ Fort Worth, Austin and Houston. He has also been involved with major retail development and several large office projects. Contact Lamar Lawson at 956- 330-3525.

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 BIRTHDAYS!

Cathee Konarik

November 7

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



JOB LINE

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 or (361) 949-2072.

BOARD OF DIRECTORS REPORT

FOR OCTOBER 2008:

- Fundraising Committee created a survey to pass to members in order for them to sign up to volunteer during the golf tournament planning and event.
- Fundraising Committee recommended the Fall 2009 for a Purchasing Showcase with a minimum of twenty tables by purchasing personnel. The committee is looking for a location.
- The board approved new member, Erica Cantu, Nueces County.
- The board approved new member, Sarah Capak, Whataburger.
- The following volunteered to be on the Membership Committee- Sheila Lipstreu, Frank Pimentel and Luis Martinez. Frank Pimentel will look into student membership..

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.

Calling all C.P.M.'s

Bridge exam information to obtain the CPSM:

If you are a Certified Purchasing Manger C.P.M. in good standing and have a four-year degree from a regionally accredited institution, you may be eligible to take the bridge exam of the CPSM.

The Bridge Exam will require the passing of one (1) comprehensive exam encompassing contemporary content not currently tested on the C.P.M. Exam. The Bridge Exam consists of 180 questions (all scored), is 3 hours in length and is available in 2008 through 2014. The exam is given domestically.

TREASURER'S REPORT

by CINDY JOHNSON



Current Assets as of 10/30/08

CD	\$ 26,954.57
NavyArmy Share Account	270.14
Kleberg Bank Money Market	2,309.56
Kleberg Bank Checking	<u>6,185.42</u>
Total Current Assets	\$ 35,719.69



Reflections from the October Meeting



Our membership listening to speaker Mr. Foster Edwards,
CEO Corpus Christi Chamber of Commerce



Member, Luis Martinez networking with
Sponsor, Rodney Craig, Summus Industries



Kathy Cox, Whataburger with prospective members
from Renfrow & Company, Inc.

PROFESSIONAL DEVELOPMENT

If you've been wanting to obtain your C.P.M., Certified Purchasing Manager certification, you better act quick! December 31, 2008 is the *last day to register* for the C.P.M exam. The last day the C.P.M exam will be available is December 31, 2009.

If you are interested in joining a study group for planning and certification, or if you have questions about C.P.M or CPSM certification, please contact Frank Pimentel at econ.dev@att.net or 361-937-9749

Enhancing Personal Development and your Organization

By: Frank Pimentel, Professional Development

Managing Oneself: In part, the Article summary is from the Harvard Business Review "Leadership Fundamentals" 2008, published by Peter F. Drucker.

The article begins by asking (1) "What are my strengths?" Focus on areas that offer an opportunity for improvement; (2) "How do I work?" Look at all aspects of your work styles, from how you process information to what type of environment suits you best; (3) "What are my values?" Once you have the answer, make sure your values align with those of your organization for maximum personal and professional achievement; (4) "Where do I belong?" Your answer to the first three questions can help you determine the type of organization will be the best fit for you. And (5) "What can I contribute?" Based on self analysis to the noted questions and needs of your organization might make a difference on how you plan for professional life and satisfy your personal needs and goals.

Making a detailed list that provide answers to questions 1 thru 5 may serve to guide where you work or should work and the type of company that fits your needs and personal/behavioral style. One should consider that as one progresses through the various stages of his or her work life, that your needs may well change as you progress to another company and within a company as you advance in the organization. One should also closely observe your organization for changes in management style and changes on focus and your company's clients.

Stay tuned to your monthly "Newsletter" for topics relating to enhancing your personal and business development.