



National Association of Purchasing Management  
**Northwest Indiana**



**NEWSLETTER**



[www.napmni.org](http://www.napmni.org)

February & March 2005

[www.ism.ws](http://www.ism.ws)

Marty Harper/NAPM-NI  
Volunteer of the Year 2004

Timothy Timm, C.P.M., A.P.P.

2004/2005 Scholarship Winners

Jenna Kemp - Valparaiso University

Laura Sims - Purdue Calumet

Rashida Petty - Purdue Calumet

Calendar

**March 23-24, 2005, Wednesday & Thursday**

Free 2-Day Seminar – Dr. Russ Morey, C.P.M.

3/23/05 – Negotiations - A program for the Supply Management Professional

3/24/05 A.M. – Understanding Suppliers Costs & Avoiding Price Increases

Valparaiso University

Crusader Room - Student Union

College Ave.

Valparaiso, IN

**March 23, 2005, Wednesday**

**NOTE: This is the 4<sup>th</sup> Wednesday of the Month**

**Out-Sourcing**

**Speaker: Dr. Russell Morey, C.P.M.**

Strongbow's Restaurant

2405 US Hwy 30

Valparaiso, IN

**April 20, 2005, Wednesday**

Plant Tour – Elliott Company

1301 North Indiana

Crown Point, IN

NAPM-NI Contact: Scott Witzke

Patio Restaurant

7706 Broadway

Merrillville, IN

**May 18, 2005, Wednesday**

Health Care in Purchasing

Annual Elections + Marty Harper Award

Valparaiso Country Club

2501 Country Club Road

Valparaiso, IN



Presidents Pen

NAPM-NI Members:

**M**arch is already upon us and there are many things to brag about for NAPM-NI. March 23 and 24 will be our FREE seminar days at Valparaiso University. Dr. Russell Morey will present numerous topics over two days and one evening. The only cost for this seminar is for the food. Day one will cover Negotiations, while day two will cover Understanding Supplier Costs and Avoiding Price Increases. If that isn't enough to wet your appetite for you, Dr. Morey

will be discussing Outsourcing at our educational meeting and dinner on March 23. In today's changing work environment these should be survival topics for anyone in Supply Management. March is also National Purchasing Month. Be proud of your profession and don't forget to remind others of the importance Supply Chain Professionals contribute to any organization.

Our February meeting concluded the 2004-2005 NAPM-NI Scholarship Awards for this year. All three of our recipients have now been recognized and have shared our educational events. All three have a better understanding of Supply Management and our roles in business. Our February meeting also had a great presentation by Tricia Wynn on Minority Business.

There is still however, much work to be done before we conclude our season. We will be making a presentation on our By-Law updates at our next two meetings. We also will be conducting a plant tour, and holding elections for your officers for next year. Volunteers will be needed to meet and plan our educational meetings for next year. This meeting will probably be held in May. NAPM-NI will also be recognizing our Volunteer of the Year for outstanding service to our affiliate during these next few months. We are indeed fortunate to have so many great volunteers in NAPM-NI. Each and every one of our board members donates countless hours to help make our affiliate successful.

We are always looking for additional volunteers to assist with the many tasks necessary to run NAPM-NI. No volunteer will be refused, and even if you don't have a lot of time, there are tasks which fit your schedule. There are many benefits, and personal satisfaction and achievement is probably the biggest reward.

At our last board meeting following the February Educational Meeting, our dues structure was discussed. As you may already be aware, ISM has raised their yearly dues for all members. In an effort to keep current with this increase and still offer value for you our members, we voted

to increase our NAPM-NI dues by \$20.00 per year, effective with our next billing cycle.

I would like to thank each and every member for your support of our organization. It is not easy today to have a successful affiliate, but thanks to each and every one of you, NAPM-NI is strong and successful.

In closing, I would like each of you to keep our Secretary Patty Grove in your thoughts. Patty underwent surgery for joint replacement and is now recovering. We hope to see her healthy and back at our events in the very near future.

T. A. Timm, C.P.M., A.P.P.  
President NAPM-NI



## February Meeting

On February 16, 2005, NAPM-NI had as its guest speaker Tricia Wynn. Tricia presentation that night was on Supplier Diversity/Women in Business. Tricia's has a detailed background in this subject, which included working for Inland Steel's Purchasing Department as a Manger to her current job with her own company. Her talk highlighted Supplier Diversity which provides increased procurement opportunities for certified minority suppliers. We, as Northwest IN supply management professionals need to give quality minority supplies an opportunity at our business. We are in a competitive global market and an advantage in this competition is access to diverse suppliers. By 2040 or sooner as projections indicate, the U.S. population will be over 50% of a minority group.

In today's market, many of our customers request/demand a supplier diversity program in place to continue an on-going business. Those companies who do have a Supplier Diversity Program in place are building a stronger and better supply chain not only for today, but also

for tomorrow. By networking and dealing with diversified suppliers, we will provide a more competitive, cost-savings, value added answers for our organizations.

There is a wealth of information available. There are organizations, websites, and people within our own group to network. By building and maintaining a Supplier Diversity Program, you and your company will profit both financially and professionally.

Our third scholarship recipient attended the February meeting. Milton Reed introduced and presented a certificate to Jenna Kemp, Valparaiso University student. In addition to having a 3.73 cumulative GPA, Jenna has numerous outside activities and interests including dance and choreography, many intramural sports, Spanish Club (currently President), Social Justice Ministry and substitute teaching.

***Congratulations Jenna!***



*Tim Timm, Milton Reed, Jenna Kemp and Pam Hale*



***Coming up in March..***

**\*\*\*FREE SEMINAR \*\*\* FREE SEMINAR\*\*\***

**D**on't forget to sign up for the "**FREE**" Seminar on March 23<sup>rd</sup> and 24<sup>th</sup>. Dr. Russell Morey will present the following topics:

Day 1 - Negotiations – A Program for the Supply Management Professional.

Day 2 (a.m.) - Understanding Suppliers Costs

Day 2 (p.m.) – Avoiding Price Increases

Meal cost for Continental Breakfast and Lunch for both days is \$35.00.

The seminar will be from 8:00 a.m. – 4:00 p.m. in the Crusader Room at the Valparaiso University Student Union Building, 1400 Chapel Drive, Valparaiso, IN.

The March dinner meeting will be held at the Strongbow's Restaurant, 2405 US Hwy. 30, Valparaiso, IN. Our featured speaker will be Dr. Russell Morey. His topic will be "Out-Sourcing".

Please don't miss out on this terrific opportunity to learn from Dr. Morey!



Very best wishes to the following members having a February or March Birthday.

- ❖ Melanie Alexander
- ❖ Cecilia Gasielcki
- ❖ Rodney Heath
- ❖ Maureen Ison
- ❖ Debra Lopez
- ❖ D Wayne Parker
- ❖ Suzanne Sharp
- ❖ James Swistek
- ❖ Charles Ward



## From the pages of the March 2005 ISM NewsLine



### **Supply Management**

Maximizing Opportunities. Managing Risk.

## **MARCH IS SUPPLY MANAGEMENT MONTH!**

Supply Management Month has arrived! This year's theme is: **Supply Management: Maximizing Opportunities, Managing Risk.** This year, Supply Management Month activities mark the launch of ISM's Supply Management Image Campaign, which leverages the momentum of Supply Management Month into an ongoing effort to increase awareness of supply management.

The overall objective of the ISM public relations program is to increase awareness of supply management and help shape the image of the profession. Using a key message to present a consistent and positive image is critical. That is why, in addition to utilizing the 2005 Supply Management Month theme and logo during the entire month of March, the same message will now take on a dynamic, supplementary role as the key theme of the Supply Management Image Campaign.

## **A.P.P. PROGRAM CHANGES UPDATE**

With the recent changes to the A.P.P. program, there is some confusion about the timeline for an individual to become an A.P.P. In the initial news release, it seemed as if February 28, 2005, was the end-all-be-all deadline — that if you did not register for the A.P.P. Exam by that

date, you would not be able to obtain your A.P.P. This is not true.

What if you don't register for the A.P.P. Exam by February 28, 2005? Simply take C.P.M. Modules 1 and 2 instead. C.P.M. Exam modules can be applied toward the A.P.P. and vice versa.

So the real end-all-be-all deadline is **February 28, 2007**. That is the date by which you must postmark your A.P.P. Original & Original Lifetime application. If you postmark your application after February 28, 2007, you will never be able to become an A.P.P.

Theoretically, you could pass C.P.M. Modules 1 and 2 on February 27, 2007, and still submit your A.P.P. Original application on time.

Of course, if you already have your A.P.P., you may reaccredit every five years well beyond 2007.

ISM apologizes if the original wording wasn't as precise as it could have been.

Feel free to contact [certification@ism.ws](mailto:certification@ism.ws) if you have any questions.

## **C.P.M. AND A.P.P. WRITTEN EXAMS AT HALF-PRICE**

ISM's 90th Annual International Supply Management Conference and Educational Exhibit will be held May 8-11, 2005, in San Antonio.

Register for the complete Conference or a 2-day pre- or post-Conference seminar and take one, two or up to three certification exam modules for half-price. Modules offered only on Wednesday, May 11, 2005. Register early, seating is limited.



## *In Closing...*

**W**ow – it's March already and time once again for a two-day workshop. This year the seminar is Free – our reward for ISM's Member-Get-A-Member Campaign last year. I hope you'll be able to take advantage of this great opportunity to spend two days (and one evening) with Dr. Russell Morey. He is truly a dynamic instructor!

In April we'll have the opportunity to tour Elliott Company in Crown Point, IN. This tour has been made possible to us thanks to Scott Witzke. Thanks Scott! Scott has provided the following driving directions:

From Route 30 (heading East),  
Go To Broadway, turn Left (Heading South)  
Go To Summit Street, and turn Right. (I believe it's about 5 lights: only can make a right hand turn on Summitt ).  
1st Stop Sign, North Indiana: Make a right hand turn.

1st building on the left hand side of the street, brown in color with the our company logo on the building.

Elliott Company - Chicago Service Shop  
1301 North Indiana  
Crown Point, IN 46307

P 219-661-9701 X 22  
F 219-661-9707

Dinner following the tour will be at the Patio Restaurant in Merrillville. The topic will be "History of Elliott Compan".

Here's some information in case you're planning to attend the 90<sup>th</sup> Annual International Supply Management Conference and Educational Exhibit in San Antonio, May 8-11, 2005.

This year's theme is "Start Your Legacy in 2005." If you haven't registered yet, why not register online? It's quick, it's easy, and ISM offers a \$25 discount when you register online. **Note:** This discount cannot be combined with other special discounts.

The ISM Conference Personal Planner allows you to create a Conference schedule tailored to your personal preferences. The Personal Planner lists all of the Conference events by date and time. Use your Personal Planner to organize the events you wish to attend, and even schedule your own appointments while you're there.

To create your personalized Conference event schedule and planner, log onto the ISM Web site at [www.ism.ws](http://www.ism.ws). From the home page, select the [San Antonio Conference logo](#) — it links directly to the Conference Web area — then select the link for the Personal Planner.

Also, let's not forget that March is "Supply Management Month"! There are logos (like the one below) and other supplies available on the ISM website.



**Supply Management**

Maximizing Opportunities. Managing Risk.

***Many thanks to Pam Hale for providing the report on the February meeting!***

I hope to see you **All** at the March seminar! If you have any questions about it, please don't hesitate to contact me at [ssharp@napmni.org](mailto:ssharp@napmni.org).