



National Association of Purchasing Management  
**Northwest Indiana**



**NEWSLETTER**



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

January 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*

**February 16, 2005, Wednesday**  
**Women in Business**  
**Speaker: Tricia Wynn**  
Majestic Star Restaurant  
1 Buffington Harbor  
Gary, IN

**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*

Wednesday January 12 was our annual joint meeting with AWWMI. It also was our forum this year to announce and recognize the 2004-2005 NAPM-NI Scholarship winners. The scholarship committee put in many long hours this year to come to their decisions, and all of our candidates were all very qualified. Decisions had to be made, and unfortunately we only were able to award three deserving students scholarships towards their education. I had the great privilege to sit at the table with two of those candidates and their guest. We were able to discuss their educational studies and where they have been in college. What a wealth of knowledge and ambition, the future holds so much for both of them. The main presentation for the evening was the outlook for the metals

market for the year. Each had an opportunity to see some of the applications the education they have had have in business. Who can remember marketing, management, forecasting, all of those studies which seem so far away from us now. We need to put ourselves back to those years every now and then and remember what we have learned and how we apply it every day. Part of our job is to share that experience with those entering the business world, while keeping an open ear to new ideas and ways that may apply to what we do by habit. Remember the goal of our scholarships to heighten the awareness of how Materials and Supply contribute to the business world. I mused to both of the candidates that I expected to see them doing a presentation as we witnessed that night within the next few years. They are the business leaders of the next generation.

Our free seminar is also approaching quickly (details on the NAPM-NI calendar). What better way to learn something new that you didn't know or didn't think of before. The only monies we are charging our members for this seminar will be the costs of food during the sessions. Take some time to seriously consider what we have to offer you. Mark your calendar and make plans to attend, how can you go wrong?

The Summer Leadership Conferences are just a few short months away as well. I will be attending meetings on January 21 to plan the sessions for this year's presentations. I will share topics with you in my next newsletter. Locations will be Las Vegas, Raleigh/Durham, and Chicago/ Oakbrook. Before we make plans for the conferences, we also need to make plans for the next year's leadership of your NAPM-NI. Each year we are able to get a few new volunteers to take on tasks for NAPM-NI. Each and every one of those tasks lessens the load of all of us. This year is no different. We need your help and volunteer efforts again. Why can't you take on a leadership role in your organization? I can't think of too many reasons that would keep you from saying "I will help". Skill levels are not important, the summer conferences are a great way to learn a new

task, and may even help you in greater achievements in your normal daily work routine.

I have given you many challenges and opportunities in these few short paragraphs. Are you up to a challenge? We need to continue our education every day to do our jobs better. NAPM-NI is offering you many ways to achieve those goals. I would like to see at least half our membership at our free seminar. I would like to see four new volunteers for leadership in NAPM-NI next year, and I would like to see those volunteers take advantage of the Summer Workshops. Realistic goals, achievable goals, but it takes YOU!

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



### *January Meeting*

The January meeting was held on January 12<sup>th</sup> Center for Visual & Performing in Munster, Indiana. This was a joint meeting with AWMI (Association of Women in the Metals Industry) Chicago Chapter. This annual event offered two perspectives for the 2005 Industry Outlook.

The first speaker was Becky Hites, Director, World Steel Dynamics. She spoke on "The Shaping of the Steel Industry in 2005". Becky has a long and prestigious history in the metals industry and presented a very interesting and detailed forecast of the steel industry for 2005.

The next speaker was Marsha Serlin, Founder and CEO of United Scrap Metal. Marsha established her company over 25 years ago as a single mother with an initial investment of \$200. Her company is now one of metro Chicago's largest and fastest growing full-service recyclers. Her company has been the recipient of many awards. Marsha spoke about the scrap market and presented ways to keep scrap programs up with the market.



### **Scholarship Committee Report:**

One of the biggest highlights of the January meeting was the opportunity to introduce two of our scholarship award winners and present them with certificates. Milton Reed did an excellent job in introducing Rasheda Petty and Laura Sims. Both recipients made comments and offered their gratitude for the scholarships. They are truly dynamic, accomplished and hard-working young women. It was delight to meet them and talk with them during dinner.

### **Congratulations Rasheda and Laura!**



*Rasheda Petty and Milton Reed*



*Laura Sims and Milton Reed*

Jenna Kemp, our scholarship award winner from Valparaiso University will receive her award at next month's meeting. We look forward to meeting her.



### **Happy January Birthday!**

Very best wishes to the following members having a January Birthday.

- ❖ Guy Ausmus
- ❖ Martin Harper
- ❖ Daniel Jackson
- ❖ Steve Ledesma
- ❖ Scott Shacter



### **From the pages of ISM's NewsLine, January, 2005**

#### **ISM ANNOUNCES REALLOCATION OF ACCREDITATION RESOURCES**

ISM has announced a change to the Accredited Purchasing Practitioner (A.P.P.) designation. After February 28, 2005, ISM will no longer accept new exam registrations for the A.P.P. designation. Those individuals who have registered prior to March 1, 2005, will have up to one year to take their exams. If they are interested in securing A.P.P. Original/Original Lifetime accreditation, they will need to apply by February 28, 2007. Individuals already holding the A.P.P. designation may still apply for reaccreditation.

An extensive study of ISM's credentialing programs, conducted in association with Knapp & Associates International, Inc., initiated ISM's decision to free up resources to strengthen other programs and undertake new initiatives. Paramount to the recommendation was the diminishing interest in the A.P.P. designation within the supply management community, which prevented the program from remaining

financially feasible. The Certification Committee's decision to cease issuing new A.P.P.s was also based on ISM staff recommendations and received the support of ISM's Board of Directors. Beginning in March 2005, ISM will reallocate credentialing resources to activities of greater interest and benefit to supply management professionals. In the next year, the Certified Purchasing Manager (C.P.M.) designation will also be reviewed and updated if it is deemed appropriate.

The A.P.P. will still be recognized and honored within the supply management profession. ISM encourages individuals who have achieved the A.P.P. designation to continue citing it as part of their professional identity and consider acquiring the C.P.M. designation. ISM will send communications to all A.P.P. professionals, and the ISM Web site will continue to offer detailed information on all Certification resources. For more information, contact ISM Certification at [certification@ism.ws](mailto:certification@ism.ws) or 800/888-6276, extension 3027.

### **FAQs ON CHANGES TO THE A.P.P. PROGRAM**

**Q. Why is ISM no longer issuing new A.P.P. designations?**

**A.** Last year, an extensive study of ISM's credentialing programs was conducted in association with Knapp & Associates International, Inc. One of the major findings of the study is that there is a diminishing interest in the A.P.P. designation within the supply management community. This diminishing interest manifests itself in declining numbers overall and decreasing support by employers. Also, this trend prevents the program from remaining financially feasible. The ISM Certification Committee, ISM Staff and ISM Board of Directors support this decision to cease issuing new A.P.P.s. Beginning in March 2005, ISM will reallocate credentialing resources to activities of greater interest and benefit to supply management professionals. ISM's mission is to lead the profession and we need to reallocate our resources to meet that mission.

**Q. What dates do I need to remember?**

**A. February 28, 2005** — Last day candidates can register with ISM for the A.P.P. Exam. This allows those individuals, who are interested in obtaining the designation, the time to plan to take the exams. After this date, candidates may still register for the C.P.M. Exam Modules 1 and 2, which can be used to apply for the A.P.P.

**February 28, 2006** — Last day any candidates can take the A.P.P. Exam at a Prometric Test Center. Individuals have one year to use their registrations (see previous article).

**February 28, 2007** — Deadline for all Original and Original Lifetime A.P.P. applications. There is a two-year work experience requirement (one-year with an associate's degree) for Original and Original Lifetime applications. This allows those candidates an opportunity to earn their A.P.P. The postmark date on a candidate's application will be used to determine whether he/she meets this deadline.

**Q. Has ISM sent out notification of these changes (beyond these FAQs) to current A.P.P.s and to those who are currently working toward their A.P.P.s?**

**A.** ISM has a communication plan to inform pertinent parties of this change along with relevant timelines and information. We will make reasonable efforts to contact all those affected.

**Q. If I bought A.P.P. study materials from ISM, should I turn them in for Certified Purchasing Manager (C.P.M.) study materials?**

**A.** The A.P.P. study materials for Modules 1 and 2 are valid study materials to prepare you for testing for C.P.M. Modules 1 and 2. If you are not satisfied with the materials, ISM has a customer satisfaction return policy.

**Q. Can I still use my A.P.P. designation?**

**A.** Yes, as long as you remain updated on your reaccreditation and are in good standing. Individuals who have obtained their A.P.P. should be proud of their accomplishment. It is still a noteworthy achievement and the value of

the A.P.P. still represents a certain level of knowledge.

**Q. How long is my A.P.P. designation good for?**

**A. Five years.** Unless you have earned a Lifetime A.P.P. — in which case, you would never need to reaccredit.

**Q. How do I reaccredit my A.P.P. if the program no longer exists after February 28, 2007?**

**A.** ISM will continue to accept reaccreditation applications beyond February 28, 2007. ISM has no plans to discontinue reaccreditation.

**Q. If I am scheduled to take Module 1 and/or Module 2 of the A.P.P. Exam, can I still take them?**

**A.** Yes. Your A.P.P. Exam registrations are valid for one year from the day you register with ISM. However, the last possible date anyone will be able to test for the A.P.P. Exam is February 28, 2006 — assuming the candidate registered with ISM on February 28, 2005 (the last day ISM is accepting A.P.P. Exam registrations — see above). Please note that, unless you already have a current A.P.P., you must still take Modules 1 and 2 to obtain your C.P.M.

**Q. If I do not take the A.P.P. Exam before February 28, 2006, can I still take Modules 1 and 2 of the C.P.M. Exam and then apply for the A.P.P.?**

**A.** Yes, but you have until February 28, 2007, to postmark your A.P.P. application.

**Q. Will my A.P.P. Exam scores be good toward the C.P.M.?**

**A.** Yes. You must pass Modules 1 through 4 to obtain your C.P.M. Modules 1 and 2 of the A.P.P. Exam are equivalent to Modules 1 and 2 of the C.P.M. Exam. Please remember that your exam scores are valid for five years.

**Q. What does it mean when you say the C.P.M. and A.P.P. Exams are "equivalent"?**

**A.** There are multiple versions of the C.P.M. Exam and there are multiple versions of the A.P.P. Exam. Each version is equated so that no single version is more difficult than the others. It is sometimes believed that the A.P.P. Module 1 and 2 Exams are easier than the C.P.M. Module 1 and 2 Exams. There is no statistical difference in pass rates between Modules 1 and 2 for the A.P.P. and C.P.M. Exams. They test the same material. The number of questions devoted to each task/subject area is identical. That is why the C.P.M. and A.P.P. Exams are "equivalent."

**Q. How do I get my C.P.M. now?**

**A.** Earning a C.P.M. requires that you pass Modules 1, 2, 3 and 4. If you already have your A.P.P., you would need to pass only Modules 3 and 4. Also, your work experience needs to meet the C.P.M. requirements. For the A.P.P., you must have experience where supply management is at least a component of your job. For the C.P.M., however, supply management must be your **primary function**. In addition, you need to have five years of applicable experience for the C.P.M., or a minimum of a bachelor's degree and three years of such experience. "Experience" is defined as full-time professional (non-clerical, non-support) supply management experience.



### *In Closing...*

It's hard to believe the first month of the year is coming to an end. Where does time go? In a very short time, we will be having another election of officers. I urge each and every one of you to volunteer to join the board. It is a very rewarding experience. If you don't feel you can make that commitment, at least volunteer to help out now and then. Without help and new and fresh ideas, we all become "stale". Please give it some thought.

Keep warm & enjoy the Super Bowl!

Suzanne Sharp  
Pro-D & Public Relations Chair NAPM-NI