



National Association of Purchasing Management
Northwest Indiana

National
Association of
Purchasing
Management

NEWSLETTER



www.napmni.org

February 2004

www.ism.ws

Marty Harper/NAPM-NI
Volunteer of the Year 2003
Donna Meeks, C.P.M., A.P.P.

CALENDAR

February 18, 2004, Wednesday

Focused Networking
Maggie Reister Walters, CLU, ChFC
Majestic Star Restaurant
1 Buffington Harbor
Gary, IN

March 24-25, 2004, Wednesday- Thursday

C.P.M./ A.P.P. Review with Dr. Russell Morey
Valparaiso University
College Ave.
Valparaiso, IN

March 24, 2004, Wednesday

Strategic Sourcing
Dr. Russell Morey
Strongbow's Restaurant
2405 US Hwy 30
Valparaiso, IN

April 21, 2004, Wednesday

Plant Tour- Sager Metal Strip
100 Boone Drive
Michigan City, IN
Rodini's Restaurant
4125 Franklin Street (US 421)
Michigan City, IN

May 19, 2004, Wednesday

Annual Meeting and Elections
Leadership 2004
Pam Hale, C.P.M.
Patio Restaurant
7706 Broadway
Merrillville, IN

January Meeting

Our January Meeting was our joint meeting with AWMI, on Wednesday January 14 at the Center for Visual & Performing Arts, 907 Ridge Road, Munster, IN. The topic was Steel Industry Outlook 2004. Michelle Martinez, Editor-in-Chief, Modern Metals gave an overview of the overall metals market; Roy Berlin, President, Berlin Metals gave an overview of the tin plate market, mostly cans; and Deanna Lecy, Manager- Plant Sales, ISG Burns Harbor gave an overview of the automotive industry. Consensus of all the speakers seemed to be that there would be growth in the metals markets this year, but no one was sure of an amount of growth. Each looked at influences to their specific area, and the influence of foreign competition. The current value of the US dollar in the foreign markets and current scrap prices were used as a guide against the effects of foreign imports for this year.

February Meeting

Our February meeting will take place at the Majestic Star Restaurant on Wednesday February 18. Our speaker will be Maggie

Reister Walters, CLU, ChFC, who will make a presentation on Focused Networking. I had to ask what "focused networking" was when I heard the topic? I was told it is the tricks of the trade of networking to get the best results, an example being looking for a new job, how to make contacts, how to network, etc. Maggie should give us a wealth of practical information which we can use in our everyday lives. Take time now and make your reservation!

**LETTER FROM THE ISM
CERTIFICATION COMMITTEE
CHAIR**

Dear Readers,

As a new year rolls around, it is important to sit back and think about what you want to achieve in life. What makes you feel good about yourself? A new look? Getting a promotion? Seeing your child graduate from college? Americans put in more hours per week than almost any other workforce in the world. These long hours sometimes prevent us from making time to address other important elements of our life. And despite our dedication, many of us do not feel secure in our jobs in an economy that is characterized by increased productivity, rising profits, and flat or declining job numbers. What can we do when we're in such a demanding environment? The New Year is a good time to reflect on what we accomplished in the past year and to make plans for the next 12 months. Risk and change are inevitable, but we can be proactive in confronting them. Four steps are recommended:

- Evaluate your priorities. Set aside time on your calendar that is sacrosanct to you.
- Educate yourselves continuously. A mere 1 percent extra effort is enough to put you ahead of the vast pack of folks doing the minimum to get by.
- Network to maintain visibility and to learn. We work smarter by caucusing with others.
- Obtain ISM certification or other designations of competency.

Over 40,000 professionals have obtained the C.P.M. designation. They do it for increased advancement potential, for recognition of their level of knowledge and for their own sense of accomplishment. If you have not yet achieved your A.P.P. or C.P.M. designation, start considering it today. Don't let another year go by. Do it for you! And do it for your future.

Sincerely,
Susan Scott, C.P.M., A.P.P.
Chair, ISM Certification Committee
sscott@calyptusgroup.com

C.P.M., A.P.P. Review

Time is drawing near, March 24 & 25, 2004, Dr. Russell Morey, C.P.M. will be presenting a two day, four module certification review for our affiliate. This is an in depth, fast paced, beneficial way to prepare yourself for your exams. Areas covered will be, Purchasing Process, Supply Environment, Value Enhanced Strategies and Supply Management. We are looking into having the testing available the weekend after the seminars. Please make your calendars and plan to attend if you are considering advancing your job potential by taking your exams.

**Location: Crusader Room
Valparaiso University Student
Union
1400 Chapel Drive
Valparaiso, IN 46383**

Date: March 23 & 24, 2004

**Time: 8:00 a.m. – 4:00 p.m.
(Lunch Provided)**

**Cost: NAPM Members: \$85.00/Day
Non-NAPM Members: \$125.00/Day***

A non-refundable payment must be received no later than March 8, 2004

Dr. Russell Morey is Professor Emeritus of Supply Chain Management at Western Illinois University. Dr. Morey has been very active in the professional certification (C.P.M./A.P.P.) program and has served on the Validation and Test Writing Committee for the Educational Testing Service. He offers and intensive

review for the A.P.P. and C.P.M. exam. You will learn important characteristics of the exams, how best to prepare, key study tools and tips to help you determine what the exam questions are really asking. Note: It would help to purchase the C.P.M. Study Guide and Diagnostic Kit (available on-line from ISM.ws) in advance.

<http://www.ism.ws/shopping/ResultsProducts.cfm?Category=12&keywords=>

A registration form is available from our web site at:

http://www.napmni.org/docs/CPM_Seminar_flyer.pdf

It is also available if you go to the Calendar tab, and request at the "March Seminar" hot link.

For further information contact:

Suzanne Sharp, Pro-D Chair

Email: ssharp@napmni.org

HOW TO REGISTER FOR THE C.P.M. AND A.P.P. COMPUTER-BASED EXAMS

Online: Visit www.ism.ws, click on Certification, then [Online Forms](#)

Phone: 800/888-6276 or 480/752-6276, extension 401

Fax: 480/752-2299

Mail: ISM
Attn: Customer Service
P.O. Box 22160
Tempe, AZ 85285-2160

Please note that payment is required at time of registration.

All of our computer testing is done at Prometric Testing Centers (formerly known as Sylvan Technology Centers) and can be scheduled at your convenience. Currently, there are nearly 250 domestic and more than 2,000 international locations.

Domestic examination fees are \$120 per module for ISM members while international fees for members are \$165 per module. Domestic fees for nonmembers are \$160 per module while international fees for nonmembers are \$200.

Once you are registered, you will receive a confirmation letter from ISM with instructions on how to schedule an exam via Prometric's Web site: www.2test.com. You may also locate testing centers near you at www.2test.com.

ISM SUPPLY LINE 2055

Sign up now to receive e-mail notification of changes and updates to the certification process. To subscribe, go to www.ism.ws, select Certification, then ISM Supply Line 2055: Certification Update.

WHEN DO MY EXAM SCORES EXPIRE?

Only exams passed within five years of the postmarked application date for the Original/Original Lifetime C.P.M. Certification or Original/Original Lifetime A.P.P. Accreditation will be valid.

Important Exception: Only Module 4 of the updated C.P.M. Exam can be used when applying for Original/Original Lifetime C.P.M. Certification. Only Module 2 of the new A.P.P. Exam can be used when applying for the Original/Original Lifetime A.P.P. Accreditation.

New/Updated = exams taken after December 31, 2000.

MARCH IS SUPPLY MANAGEMENT MONTH

March is Supply Management Month and in celebration, ISM has created a Supply Management Month poster and packet of material to help your affiliate celebrate you, the supply management professional. Posters and packets are in the process of being mailed. More extensive information will be included in the February issue of NewsLine and is also posted on the ISM Web site, www.ism.ws, in the About ISM area. For additional information or for extra copies of materials, contact Kristen Kioa at kkioa@ism.ws or at 800/888-6276 or 480/752-6276, extension 3015.

**PUT YOUR C.P.M. TO WORK
FOR YOU – USE YOUR C.P.M.
TO EARN COLLEGE CREDIT**

Many years ago, the New York Board of Regents Program on Noncollegiate Sponsored Instruction (NYBOR PONSI) reviewed the former C.P.M. program and recommended that colleges and universities consider awarding college credit to those who have passed the C.P.M. Exam.

In 2000, both the updated C.P.M. program and the new A.P.P. program were evaluated. The NYBOR PONSI recommended college credit for passing both modules of the A.P.P. Exam, and the college credit recommendation for the C.P.M. was enhanced. The NYBOR PONSI now recommends that students receive additional credit for experience (provided candidates complete the appropriate project as outlined in the recommendation) for earning the C.P.M. under the updated program.

Those seeking college credit should carefully review the recommendation from the NYBOR PONSI relating to the period in which the candidate tested. Remember that the review provides a recommendation, so colleges and universities have the option to award credit based on some, all of or more than the recommendation.

For those individuals who are currently using a company tuition reimbursement program to earn their degrees, the NYBOR PONSI recommendation can be a valuable tool in convincing the company to reimburse for the costs incurred while working toward the C.P.M. Because candidates can be awarded up to 12 college credits for earning the C.P.M., the cost of doing so may likely offset the cost of earning 12 hours of college credit.

Candidates who have already earned their C.P.M. and are now working toward an undergraduate degree may find that their institution will award credit based on the NYBOR PONSI recommendations. To find out if the institution you are working with will award college credit for earning the C.P.M. (former or updated program) or for the A.P.P. program, please refer to the Noncollegiate Sponsored Instruction College Credit Recommendation for the Institute for Supply Management™. The

most current recommendation information is available from ISM's Web site at www.ism.ws — select Certification, Online Forms, then College Credit Information and Transcript Request. Pay particular attention to the recommendation for the program you completed.

**LEARN ABOUT ETHICS WITH
ISM'S FREE KNOWLEDGE
CENTER COURSE**

ISM has recently added a new course within the Knowledge Center that enables you to practice ethical decision-making skills and test your response to situations and ethical dilemmas. Developed with ISM's Ethical Standards Committee, the course will acquaint you with ISM's Principles and Standards of Ethical Supply Management Conduct With Accompanying Guidelines. This self-paced course relates to Module 1 of the C.P.M. and A.P.P. Exams. The course is offered free of charge and will award 1 CEH. To enroll, visit the ISM Knowledge Center at www.ism-knowledgecenter.ws/ethics_course.html. If you are new to the ISM Knowledge Center, a link on that page will allow you to obtain a login ID and password.