



National Association of Purchasing Management Northwest Indiana

National
Association of
Purchasing
Management

NEWSLETTER



www.napmni.org

March 2004

www.ism.ws

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

CALENDAR

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

Presidents Pen

Good Afternoon Everyone,

First on a personal note, I want to thank NAPM-NI for the lovely floral arrangement that was sent to my husband, Ron. Ron prayed to God that he go quickly, and God answered his prayer. Thank you for all your prayers, loving thoughts and wishes – it is greatly appreciated. Again THANK YOU VERY MUCH.

Next, I have **GREAT NEWS** from ISM. Congratulations to you and your affiliate for being one of the three affiliate winners in ISM's 2003 Member-Get-A-Member Campaign. As part of the campaign, each affiliate that meets our year long goal of a 15% increase in membership is entered into a drawing for a free ISM educational seminar. NAPM-Northwest Indiana was one of only five affiliates to meet this goal and in the drawing that followed your affiliate was selected. As a result, you have won an ISM two-day educational seminar to be held at the location of your choice. This seminar may be used as a special treat for your existing members or as a recruitment tool to help in your efforts this year. The following expenses for this two-day event will be paid by ISM: Instructor's fee, instructor's expenses, and duplication/shipping expenses for workbooks and handout materials. Your NAPM-NI Board will be discussing this free seminar and we will get back to you with the details.

During the past two months, I have worked on trying to get the Officers and Board members set-up for the 2004-2005 season. It is not too late to volunteer. We need your help – International Chair is still available. This is an easy one to do. Just find a speaker for next season that can talk about an international topic. That's all. Also, I will need volunteers for the Programs Committee in setting up the programs for the 2004-2005 season. We meet one night in early May, brainstorm ideas, speakers, and locations. Presto – in less than 2 hours talking over pizza, we have a tentative program schedule. So please help – remember this is your organization – do your part to help keep it going.

In reviewing “Inside Supply Management, February 2004 issue, I read an article titled “Tracking Strategic Sourcing Treads”. Organizations will be focusing their strategic sourcing efforts on five important treads:

1. More emphasis will be placed on implementing strategic sourcing over the next four years, as supply chain partners pressure each other for cost reductions, and as procurement continues to be more strategic and less tactical.
2. Companies will drive more production and distribution economies by centralizing strategic procurement forming councils and rationalizing supplier base.
3. More emphasis will be placed on integrating processes and systems through e-procurement, long-term agreements, and supply chain programs due to fewer major suppliers.
4. Global sourcing is a way of life due to increased activity of skilled and inexpensive off-shore labor and to technologies that facilitate those relationships.
5. Companies need to hire and develop a new breed of procurement professional with strategic perspective, cross-functional and international experience, and top management potential to keep on top of these treads. Hopefully this will mean more and better jobs for us!!

Well, that's it for now. Hope to see you at the next meeting in March. Take care.

Pam

Passing the Pen!

There will be a little bit different “light” on the newsletters as Suzanne Sharp has offered to assist with Public Relations! This is the first newsletter she has worked on, and she did a excellent job! Thanks for the help Suzanne!

MORE GREAT NEWS

NAPM-NI's very own Timothy Timm, C.P.M., A.P.P. has been selected to serve a two year term on the Affiliate Support Council (ASC) for ISM beginning May 2004. The ISM Board of Directors will ratify the appointment at their next meeting in April.

For those not familiar with the ASC, here are their duties. The Affiliate Support Council has the responsibility and authority to make recommendations to the Executive Committee and the Board, where appropriate, concerning all management, operational, and educational matters concerning Affiliated Associations, including all proposed Policy with respect thereto and recommendations with respect to the granting, denial, or termination of affiliation with ISM.

It was formed at the change in governance to ensure that the affiliate perspective was heard, provide opportunities for affiliate leaders to address issues important to affiliates, and strengthen the link between affiliates and the national organization. The ASC replaced the District Councils. The ASC is comprised of nine members, one from each region within ISM.

Tim has been an NAPM member for over 15 years and has served as Pro-D Chair, President, DNA and Public Relations Chair of our own affiliate.

Congratulations Tim!

February Meeting

Our February meeting took place at the Majestic Star Restaurant on February 18th. Maggie Reister Walters gave an interactive presentation on Focused Networking. Maggie provided many excellent tips on networking. A few of the tricks of the trade that she shared were:

- ◆ Try to attend at least one networking or social event per week.
- ◆ Leave those events with at least two – three business cards.
- ◆ Determine your short-term and long-term goals, then develop a plan to achieve those goals.
- ◆ When you attend a function for the first time, try to imagine yourself being the host. Play the host and you will find it much easier to begin conversations with people you don't know.

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

LAST CHANCE!!!

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 24 & 25, 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 an 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.

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.