



National Association of Purchasing Management Northwest Indiana

National
Association of
Purchasing
Management

NEWSLETTER



www.napmni.org

April 2004

www.ism.ws

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

CALENDAR

April 21, 2004, Wednesday

Plant Tour- Sager Metal Strip Co. LLC
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

Happy April Everyone,

Spring is here – warmer weather is on the way. Things are winding down for us, only two more meetings. The Board has been finalized for next year – our slate of candidates is as follows:

-Timothy Timm	President
-Milton Reed	1st VP
-Steve LeDesma	2nd VP
-Patty Grove	Secretary

-Donna Meeks	Treasurer
-Karry Rogers	Membership
-Suzanne Sharp	Newsletter/PR
-Suzanne Sharp	Pro-D
-Debra Lopez	Programs
-Kathleen Caruso	International
-Member-at-Large (3)	Mary Palmer
	Joe Kovacs
	Charlie Ward

I would encourage everyone to help your organization – it is a great way to network and get involved at a small level of volunteering, plus it offers additional C.P.M. points for those of us who need to certify or recertify. The teamwork within this organization is the best. Last year and this year have not been easy for me, personally. I was never alone, though because I could always rely on our Board to get the job done.

Now, I need your help again – I know I'm demanding but this is for your benefit. The Programs Committee is meeting this month to plan your meetings for next year. Let's hear from you – just an e-mail or a phone call. This is volunteering at the smallest level – that's not too much to ask from you. Remember, these meetings are for you – so give us some of your suggestions.

Next, look at your March 2004, Inside Supply Management Magazine, turn to page 31 - it's the red page. NAPM-NI won a 2 day free seminar from ISM. ISM pays for the instructor's fee, instructor's expenses, and duplication/shipping expenses for workbooks

and handout materials. We will be looking for dates in 2004, days (Mondays – Saturdays), topics, and a local location to hold this seminar. So, please let us hear from you. This is free. Just think of all those C.P.M. points you can gather at this one free local seminar.

I want to THANK Suzanne Sharp for all of her hard work on the C.P.M. and A.P.P. Review Seminar. It was a success. Also, thank you to Timothy Timm, C.P.M., A.P.P..

I look forward to seeing you at our April tour and meeting. See the details in this newsletter. Take care.
Pam

APRIL EVENTS- PLANT TOUR

Our plant tour will be on April 21st at Sager Metal Strip Co., 100 Boone Drive, Michigan City, IN. Sager Metal is a manufacturer of many types of conveyor systems for containers primarily in the food and beverage industry worldwide. In addition to conveyor systems, Sager Metal also specializes in metal fabrication and laser cutting for many companies in the local area.

Following the tour, dinner will be at Rodini's Restaurant in Michigan City. Bob Miltenberger, President of Sager Metal will speak.

Please plan to attend the plant tour and dinner; check the NAPM-NI website for complete details and to make your reservations.

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

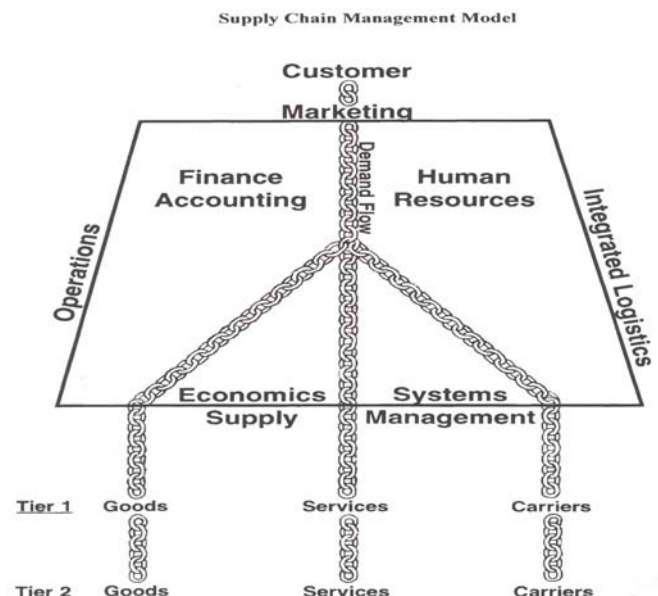
On March 24 & 25, 2004, Dr. Russell Morey, C.P.M. presented a dynamic two day, four module certification review. Five members of our affiliate attended the seminar at Valparaiso University. It was an in depth, fast paced, and beneficial way to prepare for the exams. Areas covered were Purchasing Process, Supply Environment, Value Enhanced Strategies and Management.

Those who attended left eager to study more and to register for the tests. As an instructor Dr. Morey not only wanted us to learn, but encouraged us. This class is highly recommended to all who wanted to take the next step in completion of their A.P.P. or C.P.M.

March Meeting

Our March meeting was held at Strongbow's Turkey Inn on March 24th. Dr. Russ Morey gave a very informative presentation entitled Moving from Purchasing/Supply Management to Supply Chain Management. He explained that the trends in business have evolved from an "Order Taker" to the Team Development, Supply Management and Supply Chain Management of today. Most of this transition occurred around 1973. Supply Chain Management is the process of planning, organizing, and controlling the flow of materials and services from suppliers to end users/customer. In his handout, Dr. Morey defines Strategic Sourcing as the process of developing supplier relationships based on market knowledge, the nature of the product or service and the long-term business objective of YOUR COMPANY.

Dr. Morey explained the transitions factors to Strategic Sourcing and presented his Supply Chain Management Model (shown below) that is now being used in modern textbooks.



We were asked to list five areas where there could be more standardization of purchases and/or processes at our companies, identify five reasons (other than profit) why a supplier would desire to do business with our companies, and list five ways we might help a supplier meet one of those particular needs. In addition we ranked 10 common selection criteria for suppliers.

Also included in Dr. Morey's handout was "A Format for Strategic Sourcing and Purchasing", "Long-Term Business Objectives" and definitions of Cost Elements affecting "Total Cost Or Unit Price" that defines cost elements.

NEWS ON DUES

Prior to the March dinner meeting, your Board held a short meeting. It was confirmed that ISM is raising the annual dues. After discussion, it was decided that NAPM-NI would not increase our local dues as a reward to the members for our positive membership. The statements will be sent out by May 1st. As last year, the dues will be \$180.00 if paid by June 30th and \$205.00 if paid after July 1st. Many thanks to our NAPM-NI Board for their decision.

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

When you visit the above website, members can download and print the C.P.M. Exam Registration Brochure that contains valuable information on the program requirements, exam content and scoring, study material available, and the registration process.

Please note that payment is required at the time of registration. Domestic examination fees are \$120 per module for ISM members and \$160 per module for nonmembers.

All computer testing is done at Prometric Testing Centers (formerly known as Sylvan Technology Centers) and can be scheduled at your convenience.

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.

89TH ANNUAL ISM CONFERENCE

Mary Palmer has registered to attend the 2004 conference that will take place April 25-28 in Philadelphia, PA. While at the conference, Mary will receive ISM 2003 Member-Get-A-Member award earned by NAPM-NI.

This award is an ISM two-day educational seminar to be held at the location of our choice. ISM will paid for: Instructor's fee, instructor's expenses, and duplication/shipping expenses for workbooks and handout materials. More details won this free seminar will be forthcoming.

Have a great time, Mary! We look forward to hearing all about the Conference when you return.

By the way, there is still time to register for this conference. Use the following direct URL: www.ism.ws/confplanner/conf.cfm?conf

ISM ONLINE

The proceedings for the 2004 Conference are now available online at the ISM website. The *Proceedings* contains more than 75 conference presentations submitted for publication by this year's conference presenters. The online *Proceedings* can be sorted by title, author or topic.

To review the Proceedings, log on to the ISM website at www.ism.ws and select Conference & Programs. Then select International Supply Management Conferences where you will see the link to the 2004 International Conference Proceedings. Another option is to use the following direct URL:

www.ism.ws/DocumentArchive/index.cfm?PublicationID=3.

Print Your Own Membership Card

ISM members now have the option of printing their own membership card (new and replacements) whenever needed. Simply follow a few easy steps below:

In the *Members Only* section, click on *Print Membership Card*. Your membership information will be merged onto the card and you are ready to print.

Hospitality Supply Management Spring Conference

The Hospitality Supply Management Forum of ISM presents the Spring Conference for foodservice purchasing managers in the hospitality supply chain, May 19-21, 2004, The Palmer House, Chicago, IL. Don't miss this chance to partake of the best the hospitality supply chain industry has to offer.

- Market updates
- Powerful takeaway tools
- Exceptional networking opportunities
- Experts from the hospitality industry
- Earn 10.75 CEHs
- Field trip — Chicago Board of Trade
- Trends in transportation, safety and technology

Highlights include an industry update, commodity analyses, performance metrics and a trip to the Chicago Board of Trade. For additional information and registration, call ISM customer service at 800/888-6276 or 480/752-6276, extension 401. Complete information is

on the Web site at www.ism.ws or www.ism.ws/Conferences/HSMFront04.cfm.

Summer Leadership Conference

Don't forget, there is still time to register and attend the summer leadership conferences. For more details see any of the board members.

Closing Notes:

Looks like spring is almost here, enjoy the weather and time with those close to you.