



National Association of Purchasing Management Northwest Indiana



NEWSLETTER



www.napmni.org April 2009 www.ism.ws

2009 Calendar

April 15, 2009 Wednesday

Plant Tour-

Bass Pro Shop
6425 Daniel Burnham Drive
Portage, IN 46368

Dinner

Bass Pro Shop
6425 Daniel Burnham Drive
Portage, IN 46368

May 20, 2009 Wednesday

Educational Meeting- Election- Marty Harper Award

T. J. Maloney's (Holiday Star & Radisson Hotel)
I-65 & US 30 800 E 81st Ave.
Merrillville, IN 46410

NAPM-NI Officers 2008-2009

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Pam D. Hale, C.P.M.

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Charlie Ward, C.P.M.

March Meeting

March was an exceptional meeting with Professor Jonathan Furdek of Purdue Calumet presenting on "Supply Chain Management from the Academic Perspective". He first gave us some perspectives on what Supply Chain Management is, and how it interacts with the rest of the business. He described some of the trade off's Supply Chain faces in their day to day activities; quality, cost, delivery, flexibility. He described four types of Supply Chain Strategies. He discussed capacity in the modern manufacturing world, and venture capital, how workers employed in the industrial sector has fallen to the lowest levels since 1850.

Towards the end of his presentation he discussed outsourcing, and ALL the associated costs that go along with it. To look at all the Total Cost's when we are making decisions to outsource or to keep domestic. He concluded with a few case studies of business and their success and supply chain strategies. He discussed how although each had different strategies, each company had success in their own market.

His closing slide really fit our meeting, and March being Purchasing/ Supply Management Month. A study by Deloitte Consulting finds that 91% of American manufacturers rank Supply Chain Management as critical or very important. Only 2% of those manufacturers rank their supply chain as World Class, and 75% rate their systems as average or below average. Sadly, it looks like we have some work to do to convince today's business leaders that we are World Class. We need to prove that we are, and there is no better time than right now during this economic turmoil. Remember our wise strategies move savings directly to the bottom line on statements.

April Meeting

We have a tour set for our April meeting, Bass Pro Shop, 6425 Daniel Burnham Drive, Portage, IN 46368. The building is hard to miss from I-94 at the Portage Exit. The tour will start at 4:00pm Sharp! We will have a chance to see their operations from the back side, and then meet at their restaurant after the tour. Take a few moments now

and make your reservations at our web site! Hope to see you there!

Our 2008-2009 season is almost over for the us, May will be our last meeting, and election of officers. We are currently working on the 2009-2010 schedule. If you have any suggestions, please feel free to share them with us! This includes educational event topics as well as plant tours. We will also be voting our officers for the upcoming year, and presenting the Marty Harper Award for 2009.

If you registered for the C.P.M., now what?? Are you keeping up on your schedule?

If you have registered for your C.P.M . are you keeping on track? Don't let this year get away from you, keep pace with your studies and make a schedule to take your exams. December 31 will be here before you know it! Keep up your pace during the summer off months to prepare for the exams. For more information, visit the Professional Credentials section of the ISM Web site or e-mail certification@ism.ws.

Last day to **take** the C.P.M. exams:

December 31, 2009

Last day C.P.M.'s may **take** Modules 3 & 4 for recertification:

December 31, 2009

Last day to **apply** for C.P.M. designation:

December 31, 2013

Last day to **register** for the C.P.M. to CPSM bridge exam:

December 31, 2013

Last day to **take** CPSM bridge exam:

December 31, 2014

OPPORTUNITIES- Two this month!

Our recruiting company is searching for our Fortune 500 client located in the Towson/Baltimore, Maryland area. The position is Strategic Sourcing Manager.

1. Develops and implements effective category strategies across the appropriate lines of business and/or the entire enterprise.
2. Researches, identifies, and analyzes current supplier and market trends.
3. Negotiates prices, terms and conditions, liquidated damages, and incentives for major and/or global agreements. Drives for early Strategic Sourcing and Supplier involvement in the project lifecycle to better influence strategy and results.
4. Develops Supply Chain solutions that provide for best

in industry cost, quality and delivery, and overall total cost of ownership.

5. Develops presentations and presents recommended Supply Chain solutions in a clear, concise, and effective manner to leadership to gain understanding and support.
6. Builds and leverages strong working relationships with internal customers and key suppliers.
7. Develops supplier scorecards that measure performance against key requirements and obligations.
8. Develops Supplier Diversity opportunities by identifying new and/or alternative suppliers.
9. Builds and leads cross-functional teams that achieve timely and exceptional results that meet or exceed expectations.
10. Recognized as the Center of Knowledge for respective spend category, and shares this information with key stakeholders to enable more effective planning and execution.
11. Assists customers in the development of procurement technical specifications and Statements of Work (SOWs), and assists in acquiring necessary approvals.
12. Drives for early Strategic Sourcing and Supplier involvement in the project lifecycle to better influence strategy and results.
13. Provides coaching, mentoring, and training for Buyers and/or Senior Buyers.
14. Develops and leads implementation of supply chain process improvements.
15. Leads products/service team and specific initiatives to develop supplier alliances.
16. Other duties as required.

Education/Experience:

1. Bachelor's degree in Business Administration or related discipline (technical preferred), and/or the equivalent combination of education and/or experience
2. Minimum 6 years procurement work experience
3. Experience in negotiating complex agreements
4. C.P.M., preferred

Please forward this to people you know or e-mail a resume.

John Henkel

Management Recruiters/Racine

john@mrracine.com

EFL Associates has been retained to recruit the Assistant Vice President – Purchasing for Russell Stover Candies, Inc., the largest company in the boxed chocolate industry in the United States and the fourth largest manufacturer overall in the U.S. chocolate confectionery segment. Headquartered in Kansas City, Missouri; Russell Stover is a privately held, family-owned business with revenues in excess of \$500 million and with over 3,000 employees. For additional information about this company, please visit their website at (www.russellstover.com).

Location: Kansas City, Missouri

Responsibilities: The Assistant Vice President (AVP) will be responsible for negotiating contracts with new vendors and maintaining favorable relations with current

vendors/suppliers; establishing contracts for the purchase of raw materials and commodities such as chocolate, sweeteners, fruits, nuts and oils, as well as co-manufactured products; initiating the evaluation of the packaging strategies; forecasting commodity market trends and "pricing" forecasts for budgetary review; ensuring the maintenance of uniform processes for the strategic purchasing and acceptable quality of all materials; assisting with multi-level project management; and providing leadership to mentor and coach more junior members to higher levels of performance.

Organizational Structure: The AVP will report to the Vice President of Purchasing, and initially operate as an individual contributor. Peers include leaders of box-board, corrugated purchasing and on-site purchasing functions at the factory level. The AVP will have consistent interaction with other senior executives and the Co-Presidents of the Company.

Credentials Sought: 10+ years raw material or food commodities purchasing experience is mandatory; bachelor's degree is required; Certified Purchasing Manager (CPM) designation is preferred; experience in a company with similar complexity and size is essential; demonstrated understanding and practical application of inventory management and control is required; background in agriculture economics with a global perspective; knowledge of strategic commodities management plus the analytics related thereto; track record as an effective and skilled negotiator and long range strategic planner; financial modeling and analytical acumen is critical for success; and knowledge of the principals of contract law will be viewed favorably.

Please take a moment to think of anyone you might know who would have interest in hearing more about this opportunity. Feel free to pass this information to them directly or have them contact me at 913.451.8866 or Leslie Weaver at lweaver@eflassociates.com.

The CPSM® Bridge Online Review Course (#3968) Is Here

Are you a C.P.M. waiting for the CPSM® Bridge Exam online review course? Your wait is over. The CPSM® Bridge Online Review Course is now available in the ISM Knowledge Center.

This is the review course for current C.P.M.s with a bachelor's degree to prepare for the CPSM® Bridge Exam. This course enables candidates to assess their knowledge acquired through education and experience against the content tested in the CPSM® Bridge Exam. It is not intended for those planning to take the full CPSM® Exam.

Participants get an in-depth review and assessment of the material in the CPSM® *Study Guide* by tailoring the

course to their specific study needs. This interactive course includes sample test questions, case studies and bonus supplemental content developed by subject-matter experts. This bonus content gives candidates additional study material for tasks with more questions on the exam. Get immediate feedback with this online review course to customize your personal study program.

Register today at www.ism-knowledgecenter.ws. The online review course for the full CPSM® will be available in summer 2009.