



National Association of Purchasing Management Northwest Indiana



NEWSLETTER



www.napmni.org

April 2005

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

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

NAPM-NI Members:

Spring is finally here, hopefully allowing more outside time for all of us. What a GREAT month March was for NAPM-NI. Not only was it Purchasing Month, but we hosted three excellent events. Members had the opportunity to attend our free two-day seminar with Dr. Russ Morey on the topics of Supply Management Issues and Negotiations, Understanding Supplier Costs, and Avoiding Price Increases. Dr. Moray also was our guest speaker at our March educational meeting talking on Outsourcing. Having attended two of the three events I can attest to the excellence of the presentations. Dr. Morey always challenges his attendees to look at all sides of the issues and to look at the whole picture. The sessions on Thursday were full of discussion, and looking around the table of roughly twenty persons I was estimating the years of total experience of all attending, IMPRESSIVE. I think that proves that you are never too old or know too much to continue your education. Dr. Morey has been a long time resource for NAPM-NI, and we have already requested dates from him for next year. For those of you who do not remember how this year's event unfolded, we were chosen by ISM to be the recipient of a free two-day seminar. We had increased our membership and won a

hat pull amongst three affiliates nationally. There were certain guidelines, which we negotiated, finally scheduling these presentations with Dr. Morey. The only costs to members were for the costs of foods during those two days. Where else can you get a value like that in today's market? Some seminars of the same topics may have cost you more than your yearly membership to NAPM-NI. We are looking to provide another "free" seminar to members next year, tapping our Golf Scholarship monies to provide this for our members. The most important thing for our membership though is to provide the Board with topics of interest for this seminar. If you have a topic of interest please let one of the board members know so we can make a decision. This also gives a different focus to some of our scholarship money, which directly benefits our members.

Along with the warmer weather, comes the close of yet another year for us. We will have our plant tour in April, and our last meeting in May before taking a break until fall. There are a few more important tasks for members before this happens. Attending those two educational events is important, making your vote count for proposed changes in our by-laws, and voting for the board of directors for next year. During the summer months, board members have the opportunity to attend one of three training sessions to get them up to speed with their tasks. The other un-measurable benefit to these training sessions is networking with other ISM members from other affiliates doing the same volunteer tasks that you do. You come back with a new sense of excitement and confidence. We are still looking for new volunteers to assist in YOUR affiliate. It does not take much of your time and there are many, many benefits, just ask any of the current or past board members.

Thank you to all of our dedicated board members for all of the effort they have put in this year to make our affiliate what it is. Golf Outing, meeting planning, seminars, newsletters, meeting minutes, financial matters, scholarships, and the list goes on and on. Each task does not go un-noticed, and is very much appreciated. My efforts as your president are

made much easier with a dedicated group of individuals like this.

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



March Meeting and Seminar



Attentive March Seminar Attendees

Dr. Russell Morey once again gave a very education two-day seminar that was held at the Valparaiso Union, Valparaiso University.

Eighteen members (including one from Ohio) were able to attend. The topic on the first day was "Negotiations – A Program for the Supply Management Professional". On the second day the topics were "Understanding Supplier Costs" and "Avoiding Price Increases". On both days there was much interaction, networking and discussion.

Dr. Morey also gave an excellent presentation on Out-Sourcing at the March dinner meeting held at Strongbow's Restaurant. He discussed the pros and cons and things to consider when considering Out-Sourcing.



Tim Timm and Dr. Morey sharing a laugh

We are in the planning stages for another seminar to be held March 22 and 23 2006. Topics we may wish to consider are Sourcing/Supplier Selection, Ethics/Financial Evaluation of Suppliers and Economic/Legal Issues in Supply Management. Please tell a Board Member your preferences.

If you were unable to attend this year's seminar, I urge you to start making plans to attend next year.



April Plant Tour and Meeting

This year we have the opportunity to tour Elliott Company in Crown Point, IN. Scott Witzke makes this tour possible to us.

The following information is quoted from the Elliott Company web page:

“The Elliott Company designs and manufactures steam turbines, compressors, turbochargers, plant air compressors and micro-turbines – the heavy duty rotating machinery that helps to transform energy resources for consumer use or helps to process raw materials into

thousands of different products that serve society worldwide.”

“These machines are running day and night in oil and gas fields, refineries, chemical processing plants, steel mills, electric generating stations, sugar and paper mills, mining operations and other applications.”

You may visit their website for more information by following the sponsor link on our website www.napmni.org or by going to www.elliott-turbo.com.

We plan to gather at the plant at 4:00 p.m.

Directions to the plant are:

From Route 30 (heading East),
Go To Broadway, turn Left (Heading South)
Go To Summit Street, and turn Right. (I believe it's about 5 lights: only can make a right hand turn on Summit).

1st Stop Sign, North Indiana: Make a right hand turn.

1st building on the left hand side of the street, brown in color with the company logo on the building.

Elliott Company - Chicago Service Shop
1301 North Indiana
Crown Point, IN 46307
Phone: 219-661-9701 X 22
Fax: 219-661-9707

The dinner meeting will be following the tour at the Patio Restaurant, 7706 Broadway, Merrillville, IN. The speaker's topic will be “History of Elliott Company”.



Very best wishes to the following members having an April Birthday.

- ❖ James Grossman
- ❖ Norman Liskey



New Member



Pictured above is Clint Wiggins. Clint is the Purchasing Manager with National Recovery Systems. He attended our March two-day seminar and the evening dinner meeting. Please say hello and introduce yourself to Clint when you see him.

Welcome Clint!



A Note from NAPM-

Indianapolis

We have been invited to attend a seminar entitled "Purchasing & The Law" to be held on May 3rd from 9:00 a.m. until 4:00 p.m. It will be held at Jonathon Byrd's in Greenwood, IN. The seminar will be worth 7 CEH or 1 C.P.M. Point.

The topics to be covered include:

- Buyer remedies for breach of contract by supplier
- General contract law
- Laws as they relate to buyer or seller terms & conditions

- Regulations regarding prices & contracts
- Uniform Commercial Code

The seminar will allow for group interaction, role-playing and case analysis.

Leading the seminar will be Miss Susan Kessler. Miss Kessler is a licensed attorney in the state of Indiana with more than seventeen years of legal experience. She is currently a Senior Consultant with ICN and teaches college business law & ethics classes. She spent fifteen years as in-house counsel with a major multimedia company, where she advised a wide-variety of company groups including Sourcing, Research & Development, Manufacturing and Environmental departments. During her tenure she developed, drafted and trained internal clients on standardized agreements, including software license agreements and service agreements. She began her legal career in London, with an American petroleum conglomerate where she advised the contract management team. She also worked in Paris for over three years prior to transferring back to Indianapolis.

Miss Kessler holds a Doctor in Jurisprudence from Indiana University. She studied international law at the McGeorge School of Law in Salzburg, Austria. She is fluent in Spanish and French. Susan and her husband, Mr. Jeff Gold, have started a bicycle tour company, which features wining, dining and cycling experiences in France.

The cost for the seminar is \$149 for members and \$249 for non-members. NAPM-NI members have been extended the membership rate. A buffet lunch is included with the seminar. Space is limited.

Reservations can be made via www.napm-indianapolis.org or by calling Tammy Spenser at 317 889 9225.

Jonathon Byrd's Cafeteria is located directly off the Greenwood Exit on I-65.

The street address is: 100 Byrd Way, Greenwood IN 46143.



In Closing...

The two-day seminar held in March was a wonderful success. Thanks to everyone who attended! I hope you all found it to be very educational and a good use of your busy time. As mentioned before, we are already planning another seminar for next year. Please provide us with your preferences for the seminar. We hope to make it another “free seminar” – your only expense would be for meals – a continental breakfast and lunch. I hope you will not pass up this invaluable opportunity.

ISM’s new member recruitment drive is now underway. It is titled “Leading by Example”. The campaign emphasizes the critical importance of current members’ efforts to bring new members into the organization. It features many rewards for affiliates and participating individual members. One of those rewards is the two-day seminar that’s we were fortunate to win last year and hold this year.

For individuals, each member who recruits at least one new member will receive a compass with the ISM logo. Also, there will be a number of cash rewards of \$100, \$200 and \$300, depending on the recruitment level reached.

The member who recruits the highest number of new members through the campaign will be awarded a hand-held wireless device and a trip to the 2006 Annual International Supply Management Conference and Educational Exhibit in Minneapolis.

This new campaign will run through November 30, 2005.

Why not invite a guest to attend a meeting – to join NAPM-NI? The upcoming plant tour would be a good place to start.

I hope you’re all able to enjoy our spring weather. It feels so good to be able to get outside and clean up the yard, etc. It’s always fun to see what’s “coming up”. I tend to forget

where I’ve planted some things, so that’s always a pleasant surprise. I’m also very grateful that some plant or flower that I love grows again.

See you at the April tour!

Suzanne Sharp, Public Relations Chair



Supply Management

Maximizing Opportunities. Managing Risk.