



National Association of Purchasing Management Northwest Indiana



NEWSLETTER



www.napmni.org

June 2009

www.ism.ws

2009-2010 Calendar

September 21, 2009 Monday
Scholarship Golf Outing
Educational Meeting to follow
Valparaiso Country Club
2501 Country Club Road
Valparaiso, IN 46383

October 21, 2009 Wednesday
Plant Tour-
South Shore Railroad
601 N. Roeske Avenue
Michigan City, IN 46360
Educational Meeting
Rodini's
4125 Franklin Street
Michigan City, IN 46360

November 18 & 19 2009 Wednesday Thursday
C.P.M. Study Session- 18th
CPSM Study Session- 19th
Dr. Russell Morey
Valparaiso University
Valparaiso, IN 46385

November 18, 2009 Wednesday
Educational Meeting- Dr. Russell Morey
Strongbow's Inn
2405 E US 30
Valparaiso, IN 46385

December 4, 2009 Friday
Christmas Gala- Networking
T. J. Maloney's (Holiday Star & Radisson Hotel)
I-65 & US 30 800 E 81st Ave.
Merrillville, IN 46410

January 13, 2010 Wednesday (tentative date)
Joint Educational Meeting AWWI/NAPM-NI
Center for Visual & Performing Arts
1040 Ridge Road
Munster, IN 46321

February 2010
Microsoft Office Suite Session
TBD

March 17, 2010 Wednesday
Educational Meeting
Professor Jonathan Furdek
Cafe Borgia
10018 Calumet Ave
Munster, IN 46321

April 21, 2010 Wednesday
Plant Tour-
Three Floyds Micro Brewery
9750 Indiana Parkway
Munster, IN 46321
Educational Meeting
Three Floyds Micro Brewery
9750 Indiana Parkway
Munster, IN 46321

May 19, 2010 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

2008-2009 NAPM-NI Volunteer of the Year
Doug Beal, C.P.M.

SEE YOU IN THE FALL!
HAVE A GREAT SUMMER!

May Meeting

Our May meeting was our elections meeting designating the Board and Committee Chairs for the next business year. The proposed slate was amended, with one addition

from the floor, Eric Overcash volunteered to assist with the Membership Committee. The slate was then amended, seconded, and voted to accept from members present. Congratulations to the new Board for 2009-2010!

We awarded The Marty Harper Award for 2009 to Doug Beal, C.P.M., for his outstanding volunteer efforts and board participation to NAPM-NI during the past year.

Since that first year, 1987, NAPM-NI has been fortunate to have volunteers such as Marty Harper, who's hard work carried this organization forward each and every year. In an effort to recognize the hard work and dedication of these volunteers it was decided to initiate the Martin E. Harper/ NAPM-NI Volunteer Award during the 2003 business year. The purpose of this award is to recognize the efforts of a current member for their outstanding efforts during the year.

2009-2010 NAPM-NI Officers & Board

President

Doug Beal, C.P.M.

1st VP

Pam D. Hale, C.P.M.

2nd VP

Skip Smith, C.P.M.

Treasurer

Donna Meeks, C.P.M., A.P.P.

Secretary

Skip Smith, C.P.M.

Communications & Newsletter Chair

Timothy A. Timm, C.P.M., A.P.P.

Membership Co-Chairs

Sharon Duracz, C.P.M.,
Eric Overcash

International Chair

Patty Grove, C.P.M., A.P.P.

Professional Development Chair

Debra Cavey

Programs Co-Chairs

Sharon Duracz, C.P.M.
Debra Cavey

Scholarship Golf Outing Chair

Charlie Ward, C.P.M.

A Big Thank YOU to all of the 2008-2009 Board Members and Committee Chairs

WEB SITE- the web site is being updated this summer during our off season, stay tuned!

IMPORTANT C.P.M. NEWS!!

ISM Extends C.P.M. Exam Registration Deadline to September 30, 2009

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

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



President's Pen

Dear NAPM Members,

It is a great privilege and honor to be selected as president of NAPM-NI. I have been in purchasing for over 13 years and just recently became C.P.M. (February 2008). I have a bachelor's degree in business from Lewis University and a master's from Indiana Wesleyan. I had been affiliated with NAPM Chicago since 1996 transferring to NAPM-NI in 2006.

I look forward to continued success with our chapter and that means bringing events to all our members who seem to enjoy the plant tours, speakers on the economy and seminars, and workshops that further our education. I think for the future of NAPM-NI we need to focus on getting new members into our affiliation. We currently have about twelve to fourteen active members that show up on a regular basis, I think our goal should be 18 to 24 members participating. This will bode well for our future existence and hopefully generate more ideas for other events.

Doug Beal C.P.M.
President NAPM-NI 2009-2010

Tips for Your Company in Slow Economic Times

Current global economic conditions call for an even greater productivity on the part of professional purchasers. By implementing just a few of the suggestions below, you can help steer your company through this economic crisis. Never underestimate the impact you as a purchaser can have on the overall economic state of your company.

Promote

Get your company noticed. Your experiences in the purchasing field and your certifications through the National Association for Purchasing Management have prepared you. You can lead seminars at community events, write articles in local journals or newspapers, start a blog, communicate in/on online forums and message boards. These are low cost ways to circulate your business name in the market.

Cut Costs

We must remember that recessions are cyclical. Recessions typically promote the lowering of inflation and as purchasers we have the increased opportunity of buying goods and services at lower prices than we did in 2008 when the cost of goods was at high, unprecedented levels. Expert negotiation is one of the means for accomplishing this end.

Negotiation

By becoming familiar with the checklists such as when to negotiate purchases and questions to ask when negotiating, you will be informed of the ideal times and circumstances to negotiate and how.

It is important to note that negotiation can lead to gains for not only your company but for the other party as well. Building rapport is imperative. After a certain level of trust has been achieved, you might be surprised how openly the cutting costs can be discussed; the supplier may suggest a lower cost product that they supply that is not substantially inferior in quality, provide better monthly terms, institute a rebate program, make consignment arrangements, provide adequate samples and literature, etc.

Outsource, Monitor Inventory and Consolidate

Before placing orders, first monitor existing inventory levels. Inventory levels should be decreased and consolidation maximized if possible during slower times, but a balance must be maintained. Relationships with customers and clients can be negatively affected if you are unavailable to provide what is needed, when it is needed.

If your company has several locations or departments, examine whether the products and materials can be

transferred internally from one branch to another. It is often more price effective to do this but do not fail to consider how transporting costs may render this option unfavorable and infeasible. Ask yourself questions such as: Can we transfer product in a relatively seamless manner that will not increase lead times? Do we have enough staff to do it effectively? Should multiple orders for various locations be combined in order to obtain larger volume discounts?

Go Green

Buy environmentally friendly products and materials. There are often tax benefits available for building with and using energy efficient technology and this could be a large selling point for your customers. It could be advantageous to find a niche in the green market and diversify, especially if your competitors are hesitant to participate and expand their services and product lines.

Reduced Overhead Costs

Not only can negotiation, inventory monitoring, alternative freight options and going green result in lower costs but overhead costs can be reduced in multiple ways as well. Recycled and used products can often be a lower cost alternative. Consider buying recycled toner cartridges, furniture, computers, copiers, etc. Also, software oftentimes can be downloaded for free.

It is possible to safeguard your company against the struggling economy. By implementing the tips and techniques outlined, your company does not need to join the ranks of the recession casualties. Proactively search for ways to increase profits and your company's bottom line.

Scholarship Golf Outing

We are in need of your help for this year's Scholarship Golf Outing!

We are in the process of updating our Scholarship Golf Outing web page with all of the current forms and information. In the meantime we are looking for contact information for firms or individuals who may be interested in Hole Sponsorship, and those who may be interested in playing on play day. Please drop any of the Board members, or myself, their name, phone and or e-mail address and we will take over from there.

With economic conditions the way they are this year, we want to ensure the success of this fundraiser for our affiliate. Thanks in advance for your help!

P.S. The contact information also holds true if you know of any Supply Chain Professionals who may be looking to join our affiliate.