



National Association of Purchasing Management  
**Northwest Indiana**

National  
Association of  
Purchasing  
Management

**NEWSLETTER**



[www.napmni.org](http://www.napmni.org)

July & August 2004

[www.ism.ws](http://www.ism.ws)

Marty Harper/NAPM-NI  
Volunteer of the Year 2004  
Timothy Timm, C.P.M., A.P.P.

**Calendar**

**September 13, 2004, Monday**

**Scholarship Golf Outing**

Valparaiso Country Club  
2501 Country Club Road  
Valparaiso, IN

**September 15, 2004, Wednesday**

**Time Management—Surviving Work + Life in 2004**

Tiebel's Restaurant  
US 30 & US 41  
Scherverville, IN

**October 20, 2004, Wednesday**

**Gary Airport Update**

Patio Restaurant  
7706 Broadway  
Merrillville, IN

**November 17, 2004, Wednesday**

**World Trade, Mfg. & Supply Management  
International Supply Mgmt./Purchasing**

**Speaker: Larry Brandt**  
Strongbow's Restaurant  
2405 US Hwy 30  
Valparaiso, IN

**January 12, 2005, Wednesday**

**AWMI Joint Meeting – Industry Outlook for 2005**

Center for Visual & Performing Arts  
1040 Ridge Road  
Munster, IN

**February 26, 2005, Wednesday**

**Women in Business**

**Speaker: Tricia Wynn**

Majestic Star Restaurant  
1 Buffington Harbor  
Gary, IN

**March 23-24, 2005, Wednesday & Thursday**

**Free 2-Day Seminar – Dr. Russell Morey**

**3/23/05 - Value Analysis**

**3/24/05 A.M. - Cost Avoidance**

**3/24/05 P.M. - Negotiations**

Valparaiso University  
Crusader Room - Student Union  
College Ave.  
Valparaiso, IN

**March 23, 2005, Wednesday**

**Out-Sourcing**

**Speaker: Dr. Russell Morey**

Strongbow's Restaurant  
2405 US Hwy 30  
Valparaiso, IN

**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*

I am hoping that everyone is having an enjoyable summer, and finding a few moments each day to revitalize themselves and appreciate everything that is around them. Each day holds valuable opportunities for us and hopefully we can realize what they are. I have had many great opportunities this year, This May I was awarded the Marty Harper Award from our affiliate, I was elected your president for this next year, I have started my two year term on the Affiliate Support Council with my first meeting early June. A week later I started a great new career opportunity, and in a few short weeks I will be attending the Summer Leadership Workshop in New Orleans and starting a three year term working on their workshop planning committee. Each of these changes in my life has opened up new opportunities learning a wealth of new information, and getting a new perspective on the world and life around me.

One of the things I have learned from these new roles is to appreciate the strength of our affiliate. In that first ASC Meeting many of the issues that came up related to affiliates not being able to survive in today's world. Some have financial worries, but the main issue that faces affiliates I learned was the lack of volunteers and members willing to help their own affiliate survive. I guess I really didn't realize how lucky we are. Volunteers are very special people, and we have the best at NAPM-NI. Think about this, not a single one of us knows how many seconds, minutes, hours or how many years we have in life, so to share those moments with others and not selfishly keep them is a great act we can be proud of. Not a single person in our affiliate has free time that allows them to assist in our operations. Each volunteer makes and takes time to complete the tasks around them, balancing us between family and putting in 8-10 hours a day at their profession. One other thing that we seem to do better than many other affiliates I hear from is our ability to work

together as a team. So much can be accomplished with many hands at task. An example of this is our planning meeting for programs. What used to be a huge task taken on by one person, requiring many, many hours is now accomplished by a team meeting and sharing ideas, tasks, and responsibilities. In a few short hours this team maps out the complete program schedule for next year.

We also have members volunteer to take time off from their work schedules to attend workshops to learn skills which assist our affiliate. The enthusiasm and ideas that they come back with is well worth the time and effort. Our membership attends educational/dinner meetings in large numbers, again on their own time. We average 30% attendance at our meetings. I can attest that most affiliates do not have that kind of attendance. It is that kind of attitude, that kind of action, that kind of cooperation, that kind of spirit that makes our affiliate strong, and special. Every one of our members plays an important role in our existence, our survival. What may not be obvious from all of this is the benefits we offer to our employers. Our members have a willingness to take on new tasks and new responsibilities, the ability to work as a team, and take leadership roles are skills that are invaluable to each company we work with.

We also benefit ourselves through these activities. We build new friendships, new network opportunities of people who do the same job we do. We find better ways to do some of the common tasks that face us every day, or we share that better way with others to make their lives easier. The process continues to grow from there, and hopefully that free time that we gain from a better way can be spent with family, or to volunteer! If you are not volunteering presently, look at the benefits it holds. If you are volunteering, THANK YOU! Paul Novak, ISM Chief Officer gave a statement at a recent meeting that I will quote here. "It isn't that we don't pay our volunteers because they are worthless, it is because they are priceless". We could never come up with enough money to pay all the dedicated people who keep our organization alive. Hopefully Thank you will

suffice. Please enjoy the rest of your summer and all life holds for you.

T. A. Timm, C.P.M., A.P.P.  
President

### **2004-2005 Calendar**

The 2004-2005 calendar is now posted on our website. Use the link on our home page to make your reservation. Mark your calendars and plan to attend as many meetings as possible. There is much to be learned!

Please plan to attend the **FREE** (note **emphasis on FREE!**) two-day seminar to be presented by **Dr. Russ Morey**. Dr. Morey is a wonderful workshop instructor who encourages much interaction and input. We hope you take advantage of this generous award we received from the National by winning the Member-Get-A-Member Award.



### **Scholarship Golf Outing**

Don't forget the annual scholarship golf outing to be held Monday September 13th at the Valparaiso Country Club. The format will be similar to last year's event; the flyer will be going out this month along with applications for hole sponsorships. These flyers are also be posted on our NAPM-NI website, if there are any suppliers you wish to be invited, please e-mail the information to Charlie Ward or direct them to our website. Even if you don't golf, you may want to volunteer to help out! Just get in touch with Charlie Ward. Please try to attend - it should be a wonderful time for all.

Two days later – on September 15<sup>th</sup> is our first meeting of the year. It will be at Tiebel's

Restaurant. The topic will be Time Management – Surviving Work + Life in 2004. What a very timely subject! Hopefully, you will be able to attend!



### **Las Vegas ISM Leadership Workshop 2004**

#### **Report From Mary Palmer:**

This was my first time attending this workshop and I was extremely impressed with the variety and organization of the sessions.

I attended the pre-workshop session of UCC and the Law. I received a wealth of information that will help me in my purchasing duties. The speaker was knowledgeable and was able to communicate his expertise to us.

The other sessions I attended offered ideas to motivate our wonderful volunteers. I hope to bring these ideas to our affiliate and hopefully we will grow. I was amazed at the size of some of the other affiliates – 900 members in some!!

Next year we will have to bring our “spirit” with us and show them the energy Northwest Indiana has to offer! I hope I am privileged to attend next year and watch us win the Spirit Award!

#### **Report From Milton Reed:**

After attending the Las Vegas Summer Leadership Conference, I am still convinced that Purchasing Professionals are excited about what they do and are striving for excellence in supply chain management!

Much success can be attributed to the driving force of a strong professional organization as NAPM/ISM. There was much emphasis on

ways to develop and maintain strong affiliate chapters.

Hands down the common answer came back to adding value for the membership. We must make our affiliate environment conducive for networking, committee participation, training... and most of all having fun enjoyable experience while we're doing these things. Several class exercises were given to point out shortcomings in how we bring in new ideas and people. We must have a diligent effort for creative ways to grow the affiliate participation.

One of the more popular sessions was presented by Robert A. Kemp, PH.D C.P.M., entitled "Developing Your Affiliate Marketing Plan". As an organization, we need to have a clear concise marketing plan that is based to some degree on our "product list" and "S.W.O.T. analysis"(Strengths, Weaknesses Opportunities & Threats). This may be an opportunity for NAPM-NI to make sure we have a clear plan as well as the budget to carry it out.

Overall, the summer conference is a great venue to talk with affiliate leaders across the United States and share successes and failures of local chapter endeavors. I highly recommend attending the leadership conference to stay fresh and energized for the continued support and volunteerism needed to keep NAPM-NI successful!

### **Report From Suzanne Sharp:**

What an exciting, stimulating trip! It was very exciting to be with members of ISM from all over our country and to enjoy and share in their spirit and enthusiasm!

I attended the pre-conference workshop entitled "Tell Me a Story". The instructor was very good. He held our attention and we felt the session was over before it began! He is a former purchasing professional, who became a minister. He starts up churches in Las Vegas and also performs weddings at the Venetian Casino. He was a dynamic speaker who invited much interaction from our group. What fun & what a learning experience! His presentation

was completed a little early – so he offered us a question and answer period regarding Las Vegas - it's past and present, which was a delightful added bonus to his workshop!

I would highly recommend attending the pre-conference workshops to anyone attending in the future! Not only did I learn how to write a better resume and conduct an interview, I also learned a great deal that will assist me in writing this newsletter.

The other workshops I attended were focused on writing this newsletter and on organizing learning seminars – the Pro-D work. All were informative and helpful.

On the whole, I would say that the best part was meeting ISM members from all over the country and hearing their problems and solutions and sharing the pride I have in our affiliate. It's amazing how fortunate we are with our volunteers and the participation/attendance that we have at each meeting compared to other affiliates.

Should I be fortunate enough to attend again, I would definitely sign up for the "Round Table". I didn't sign up for it this time, but certainly wished I had. I would also hope that NAPM-NI would invest and assist in the "Spirit" award. It was such fun and made it easy to meet people, learn what is going on in their affiliates and learn how proud they are of their affiliates.



### **In Closing...**

Wow – July was quite a month! For the first time in my life I experienced Las Vegas! What a trip - what a workshop that was! The Spirit demonstrated by the participating affiliates was mind-boggling!

I highly recommend participating on the Board and participating in one of the Summer Leadership Workshops! I learned so much –

cannot put it all into words, but you will see results of what I learned. You may even notice some in this Newsletter issue. If you like the changes, please let me know – this is your Newsletter and your input is welcomed, necessary and valuable.

Hopefully you are all having a wonderfully “relaxing” summer and are able to spend time with family and friends and have some fun!

Our sunflowers are in bloom, our tomatoes are ripening – the corn is lousy – but we were blessed with a beautiful watermelon and (gee wouldn't you know) too much zucchini! It has not been a good “pool” summer – but you can't have it all!