



National Association of Purchasing Management
Northwest Indiana



NEWSLETTER



www.napmni.org *July/August 2005* www.ism.ws

Marty Harper/NAPM-NI
Volunteer of the Year 2004

Pamela Hale, C.P.M.

2004/2005 Scholarship
Winners

Jenna Kemp - Valparaiso University

Laura Sims - Purdue Calumet

Rashida Petty - Purdue Calumet

Calendar

September 19, 2005, Monday
Scholarship Golf Outing
NAPM-NI Contact: Charlie Ward
Valparaiso Country Club
2501 Country Club Road
Valparaiso, IN

September 21, 2005, Wednesday
Being Assertive
Speaker: Larry Lukasik
Tiebel's Restaurant
US 30 & US 41
Scherverville, IN

October 19, 2005, Wednesday
Speaker: Ron Crabtree
Zuni's
2907 45th Street
Highland, IN

November 16, 2005, Wednesday

TBD
The Patio
7706 South Broadway
Merrillville, IN

January 11, 2006, Wednesday (2nd Wed. of Month)

AWMI Joint Meeting – Industry Outlook for 2006
Center for Visual & Performing Arts
1040 Ridge Road
Munster, IN

February 15, 2006, Wednesday

International Meeting
Majestic Star Restaurant
1 Buffington Harbor
Gary, IN

March 22-23, 2006, Wednesday & Thursday

Free 2-Day Seminar – Dr. Russell Morey
Sourcing/Supplier Selection and
Economic/Legal Issues
Valparaiso University
Crusader Room - Student Union
College Ave.
Valparaiso, IN

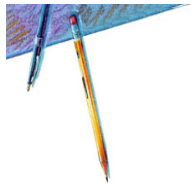
March 22, 2006, Wednesday

Ethics
Speaker: Dr. Russell Morey
Strongbow's Restaurant
2405 US Hwy 30
Valparaiso, IN

April 19, 2006, Wednesday

Plant Tour – Commercial Vehicle Systems
525 W. U.S. 20
Michigan City, IN
NAPM-NI Contact: Timothy Timm
Rodini's Restaurant

4125 Franklin Street (U.S. 421)
Michigan City, IN
May 17, 2006, Wednesday
Supply Chain Management
Annual Elections + Marty Harper Award
Speaker: Dr. Manu Vora
Alexander's
9144 Indianapolis Blvd.
Highland, IN



Presidents Pen

Take Time To Smell The Roses:

Here it is mid summer and time seems to be zooming past too quickly. In each of our lives we are working at faster paces and handling more tasks than we ever thought possible. Not only is that stressful in our lives, but at times, we seem to forget what is actually going on around us. When was the last time we actually sat down and talked to someone at length? A wife, child, significant other, co-worker, supplier, or even supervisor? When was the last time you sought out someone more experienced than you and talked to them? With e-mail, text messages, faxes and all of the modern day conveniences we have all lost some of the art and skill of communication. We take some things for granted because we don't have time.

As hard as it is, I am trying to take time, to stop and think about the world around me, and the valuable people around me as well. I am trying to take time to talk more (sometimes I could be accused of talking too much), and more importantly, listen. That is the other bad habit we pick up in the modern technology advanced world, we don't listen. Can you remember the last word that was said when you left the house this morning, the last word from your most important customer or your most important supplier? What you talked about with your best friend over the weekend? Maybe life was better then, in the simpler days, the slower days. All of these things were natural; we didn't have to think about doing them. Maybe that is some of the problem we have as a society, we jump to

conclusions without talking and listening. We answer questions ourselves without asking them. We assume more, and make judgments.

With what is left of the summer, stop and smile at someone as you walk down the street. Talk to a stranger at the golf course; ask them how their day is going. When someone does something for you, say "thank you". You will be surprised how good this makes you feel inside. Enjoy what is left of your summer!

T. A. Timm



Scholarship Golf Outing

The Annual Scholarship Golf Outing will be at the Valparaiso Country Club on Monday, September 19th. Registration begins at 12:00 p.m. Shotgun Start is 1:00 p.m. The \$110.00 per person fee includes lunch, golf (including cart), dinner, drinks on the course and a gift. Prizes for 1st, 2nd, 3rd and special holes will be awarded.

R.S.V.P. date is no later than Monday, August 29th. Each foursome must include one person in the purchasing profession. The Golf Outing Form and Hole Sponsor Form are downloadable from the NAPM-NI website. For more information, contact Charlie Ward at 219-787-4467.

PLEASE TAKE THE TIME TO SIGN UP NOW FOR THIS WORTHY FUNDRAISING EVENT.

WHY NOT CHECK TO SEE IF ANY OF YOUR VENDORS WOULD LIKE TO SUPPORT OUR SCHOLARSHIP FUNDRAISING EVENT!



CONGRATUATIONS!
A NEW C.P.M.

Great News! Debra Harris received her C.P.M. on June 29th 2005. This has been a goal of Debra's for some time. – **Wonderful Work – Well Done, Debra!**

Please offer congratulations to Debra the next time you see her!



C.P.M. Review Seminars

2005 NAPM-I
C . P . M . Review
Fall Seminar
Series

Again this fall NAPM-Indianapolis will be offering the C.P.M. Review seminars to anyone interested in accomplishing their C.P.M. certification. You will earn C.P.M. Credit hours for attending these seminars. These classes will be offered monthly so you can take the test after each class if you so desire. You must register to take the C.P.M. test through ISM and you can go to their website at www.ism.ws or phone at 1-800-888-6276. You do not have to be a member of NAPM-Indianapolis to participate in the seminars.

You will need to have the C.P.M. study guides and the diagnostic kit for the 4 seminars. You must order the study guides and diagnostic kits through ISM as well.

The instructor will be Dr. Russell Morey, C.P.M. He is currently a Professor of Supply Chain Management in the Department of Marketing and Finance at Western Illinois University. He received his Ph.D. from the University of

Nebraska in 1973, his C.P.M. in 1976, and has been in higher education since 1966. He developed and implemented the Operations/Purchasing program at Western in 1974 and facilitated the development of a Supply Chain Management Program in 1997

Dates for the Seminars:

August 13th Saturday

Module 1 - The Purchasing Process

September 17th Saturday

Module 2 – Supply Environment

October 15th Saturday

Module 3 - Value Enhancement Strategy

November 12th Saturday

Module 4 - Management

Seminar Location:

The University of Indianapolis

1400 E. Hanna Ave.

Indianapolis, IN 46227

Cost:

\$100.00 Per Seminar for NAPM-NI Members

\$200.00 Per Seminar for Non-Members

If you would like to attend the seminar or you have questions please contact:

Tammy Spencer

NAPM-I

(317) 889-9225

Fax: (317) 889-9385

e-mail: napmi@sbcglobal.net



News from ISM's NewsLine

HOW ARE THE C.P.M. AND A.P.P. EXAMS GRADED?

There are several versions, or forms, of the exam. While the content of the exam remains constant, the actual questions used in the exam will change. Because different versions of the exam use different questions, the level of difficulty will vary slightly from test to test. To compensate for these variations, a statistical procedure known as "equating" is used to account for differences in test difficulty.

For example, let's suppose we have two test forms of Module 2 — Test A and Test B. Now suppose it is established that in order to pass Test A, a person must correctly answer 32 out of 60 questions. Furthermore, suppose that Test B is somewhat easier than Test A. To compensate for this difference, the passing score for Test B is adjusted to prevent any "bonus" being given to the candidates taking Test B. Thus, it may be established that a candidate must get a score of 34 out of 60 on Test B in order to pass. This is test equating. It holds candidates to the same standard in terms of difficulty, regardless of which version is taken.

To maintain consistency in scoring, a second statistical procedure called "scaling" is used. Scaling converts all scores to a scale ranging from 25 to 75, with a passing score set at 55. Thus, the scores you receive from ISM are actually scaled scores. If the scaled score on any particular module ranges from 25 to 54, this means you failed that module. If the scaled score is in the range of 55 to 75, you passed that module.

Candidates receive one point for a correct answer and zero points for incorrect answers. Sample questions are not used to determine scores. These questions are given strictly for research purposes.



Very best wishes to the following members having a July or August Birthday.

- ❖ Daniel Anderson
- ❖ Larry Brandt
- ❖ Sharon Duracz
- ❖ Anthony Grisafi
- ❖ Pamela Hale
- ❖ Michael Harreld
- ❖ Ronald Kessel, Jr.
- ❖ Leann Myers
- ❖ Karry Rogers
- ❖ Janet Shakoor



In Closing...

This is a beautiful summer Sunday morning. The sky is clear, the birds are chirping and our new beautiful granddaughter Ava is sleeping by my side. It seems so peaceful and idyllic. I know in a few moments she will awake and start crying for food. There will go the peace and quiet. But, after having a bottle she will honor me with some of the most beautiful smiles in the world. She is a great blessing and joy.

We've had a great summer and hope you have also. We've worked hard. I can't remember when my company has been so busy and booked with orders – we're really working hard to try to stay ahead of the game, but it seems we are mostly playing "catch-up". In spite of all the stress and pressure, I am grateful because having minimal orders would be worse.

We've also taken time for a little travel and relaxation – mostly at home enjoying the pool and garden. One good thing about the drought is there hasn't been too much mowing to do. Things are starting to green up a little now.

Enjoy your summer, stay cool and be safe. And, as Tim says – take time to smell the roses. See you in September.

Suzanne Sharp, Public Relations Chair