



National Association of Purchasing Management
Northwest Indiana



NEWSLETTER



www.napmni.org

September 2008

www.ism.ws

2008-2009 Calendar

September 22, 2008 Monday
Scholarship Golf Outing
Educational Meeting to follow
Valparaiso Country Club
2501 Country Club Road
Valparaiso, IN 46383

September 22, 2008 Monday- Evening
NAPM-NI Scholarship Discussion
Valparaiso Country Club
2501 Country Club Road
Valparaiso, IN 46383

October 15, 2008 Wednesday
Plant Tour-
Hoosier Bat Company
4511 East Evans Avenue
Valparaiso, IN 46383
Educational Meeting
Kelsey's Steak & Seafood
2300 Morthland Drive
Valparaiso, IN 46383

November 19, 2008 Wednesday
Educational Meeting- Branding Northwest Indiana
Professor Paul Trapp
Strongbow's Inn
2405 E US 30
Valparaiso, IN 46385

December 5, 2008 Friday
Christmas Gala
T. J. Maloney's (Holiday Star & Radisson Hotel)
I-65 & US 30 800 E 81st Ave.
Merrillville, IN 46410

January 14, 2009 Wednesday
Joint Educational Meeting AWMI/NAPM-NI
Center for Visual & Performing Arts
1040 Ridge Road
Munster, IN 46321

February 18, 2009 Wednesday
TBD- weather permitting

March 1, 2009 Wednesday
Educational Meeting
Presentation By David Fisher 2008 Scholarship Winner
Café Borgia
10018 Calumet Ave
Munster, IN 46321

April 15, 2009 Wednesday
Plant Tour-
Bass Pro Shop
6425 Daniel Burnham Drive
Portage, IN 46368
Educational Meeting
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



President's Pen

NAPM-NI Members,

Dear Fellow ISM Members:

September is a month of change in so many ways. Labor Day ushers in the beginning of a new school year, summer vacations are enjoyable memories, days become shorter and nights longer. Along with these changes, our chapter begins the year with the traditional scholarship fund raiser golf outing. This event is important because it allows us to connect with our professional community in many different ways. Not only do we have an opportunity to spend the day with colleagues and friends but we also have the occasion to promote our profession and raise money to support our scholarship program. A special thank you goes out to all who have worked tirelessly to put this event together.

On the membership front we are wrapping up our membership renewals and have some new members as well as many returning members. We will update you with the names of the new members shortly. Please join me in welcoming all these individuals into NAPM-NI. We appreciate your dedication to your profession and supporting our affiliate.

Negotiating by phone has both similarities and differences when negotiating in person. Therefore, there are some special rules that you must apply when negotiating by phone. These four rules may sound simple, but don't dismiss them. These little things can make a big difference negotiation success.

Rule #1 – Don't Shortchange Your Preparation. Yes, negotiating by phone is different than negotiating in person. But you must prepare just the same. Know, in advance, what your target terms are; what you will say to persuade your supplier to agree to those terms; and how much you are willing to concede. You must also be prepared for the questions your supplier counterpart may ask you. Whether you stumble in your speech in person or on the phone, you always weaken your negotiating position when you hesitate. So be prepared!

Rule #2 – Always Initiate The Call. Negotiating successfully requires focus. If you are caught off-guard by a supplier calling you, your focus will not be as strong. If you pick up a ringing phone and there is a supplier representative on the other end who wants to discuss terms, ask to return the call in five minutes. Use that time to review what you prepared and then call the supplier. Initiating the call gives you more control.

Rule #3 – Turn Off Your Screens. In today's connected world, we expect ourselves to multi-task. That's great. But

not during a negotiation. Checking email during a negotiation will dull your focus and could result in your failure to object to terms that the supplier is introducing. Eliminate the risk of such a distraction and turn off your computer screen or Blackberry. Your email will be waiting for you when the call is over.

Rule #4 – Promptly Transcribe Your Notes. In-person negotiation discussions are easier to remember because you remember what you see, hear, and write. In phone negotiations, you have one less sense for your memory to depend upon. As you negotiate by phone, you probably jot down notes about your conversation. They will make sense to you when you read them, until tomorrow. So type up your notes immediately after your call so that you can have a clear recollection of the negotiation outcome later.

Jim Grady, President NAPM-NI

NAPM-NI Officers 2008-2009

Jim Grady- President
Pam D. Hale, C.P.M.- 1st VP
Doug Beal, C.P.M.- 2nd VP
Donna Meeks, C.P.M., A.P.P.- Treasurer
Marcus Olsen- Secretary (Pending vote of Board)
Timothy A. Timm, C.P.M., A.P.P.- Communications & Newsletter Chair
Sharon Duracz, C.P.M.- Membership Chair
Patty Grove, C.P.M., A.P.P.- International Chair
Debra Cavey- Professional Development Chair
Sharon Duracz, C.P.M., & Debra Cavey- Programs Co-Chairs
Charlie Ward- Scholarship Golf Outing Chair

Lets welcome our new board, and the new members to our board.

Last Chance to Register for C.P.M.

Make your plans now to register for your C.P.M. Exams before the final registration deadline on December 31, 2008. For more information, visit the Professional Credentials section of the ISM Web site or e-mail certification@ism.ws.

ISM Introduces Updated Social Responsibility Principles

Commitment to sustainable and socially responsible behavior is good business — in both the public and private sectors, and both domestically and internationally. With the belief that supply management is in a key position within organizations to promote social responsibility, in 2004 ISM launched the *Principles of Social Responsibility*. This document has recently been updated for added emphasis on sustainability, including it both as a standalone principle as well as incorporating the concept into each of the existing principles.

The descriptive statements for each principle have been revised to reflect ISM's increasing international focus. Other changes to the principles include: (1) the Diversity principle has been separated into two principles: Diversity and Inclusion — Workplace and Diversity and Inclusion — Supplier Base, (2) the Safety principle now addresses Health and Safety and (3) the Ethics principle now addresses Ethics and Business Conduct.

The updated ISM *Principles of Sustainability and Social Responsibility* are:

Community. Community initiatives provide resources to support the community in which the company or organization operates.

Diversity and Inclusiveness — Supply Base. Supply base diversity and inclusiveness refers to efforts to engage different categories of suppliers in sourcing processes and decisions.

Diversity and Inclusiveness — Workforce. Workforce diversity and inclusiveness refers to efforts to attract and retain a workforce that represents the varied backgrounds of the customer and community in which the organization operates.

Environment. Supply management actions and decisions that promote protection and preservation of the health and vitality of the environment within which the organization operates.

Ethics and Business Conduct. Ethical behavior and business conduct is a critical element impacting personal, business (public and private), supplier and governmental relationships and governance.

Financial Responsibility. Financial responsibility refers to understanding and applying financial concepts to supply management decisions to address allocation of funds, accurate reporting and management of risk.

Human Rights. Human rights refer to the concept of human beings having universal natural rights, or status, regardless of legal jurisdiction or other localizing factors.

Health and Safety. Health and safety refer to the condition of being protected or free from the occurrence of risk of injury, danger, failure, error, accident, harm or loss.

Sustainability. Sustainability refers to the ability to meet current needs without hindering the ability to meet the needs of future generations in terms of economic, environmental and social challenges.

For additional details on the updated principles and the complete ISM *Principles of Sustainability and Social Responsibility With A Guide to Adoption and Implementation*, visit the ISM Web site at www.ism.ws/sr.

NAPM-NI News

Our 2008-2009 Season is upon us. We will start our season with our Annual Scholarship Golf Outing Monday September 22, 2008. We will discuss our Scholarship Program at our meeting after the outing. Please make your reservations on our web site now to attend.

In October we will be touring the Hoosier Bat Company in Valparaiso. Hoosier Bat supplies Baseball bats to many major league players. Please join us for this informative tour. Remember, tour starts at 4:00 PM.

NAPM-NI OCTOBER, 2008 MTG. INFO

DATE: Wednesday, October 15th, 2008

TIME: 4:00pm Hoosier Bat Company Tour
5:30pm - Registration
6:00pm - dinner
7:00 - tour highlights

Hoosier Bat Company
4511 East Evans Avenue
Valparaiso, IN 46383
219-531-1006/800-228-3787
Website: <http://www.hoosierbat.com/>

Kelsey's Steak & Seafood
2300 Morthland Drive
Valparaiso, IN 46383
219-465-4022

NOTES: Please be on time for start of tour at 4:00pm
Go to website for directions or go to map quest .com