



National Association of Purchasing Management Northwest Indiana



NEWSLETTER



www.napmni.org *October 2005* www.ism.ws

Marty Harper/NAPM-NI
Volunteer of the Year 2005

Pamela Hale, C.P.M.

2004/2005 Scholarship
Winners

- Jenna Kemp - Valparaiso University
- Laura Sims - Purdue Calumet
- Rashida Petty - Purdue Calumet

Calendar

October 19, 2005, Wednesday
International Law: The Fundamentals of Global Transaction
Speaker: Elizabeth Gingerich
 Zuni's
 2907 45th Street
 Highland, IN

November 16, 2005, Wednesday
Northwest Indiana Purdue Tech. Center
Presentation: "How Can we Help Supply Mgrs?"
Speaker: Laura Sims
 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

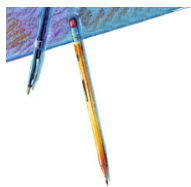
February 15, 2006, Wednesday
International Meeting
Supply Mgmt. Transportation Issues
Speaker: Mr. Ken Ballow
 Majestic Star Restaurant
 1 Buffington Harbor
 Gary, IN

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

I just turned my calendar last week (it has two months at a time) and saw that Thanksgiving Day was on the horizon. I had to stop and think for a moment after that, was the year really that far along? Where did 2005 go? I am not sure about you, but this has been one of the busiest years of my life (I may have said that last year too??). I have so many projects going on at work, travel for work, volunteering, and on and on. I guess I would rather be busy than looking for something to do. Don't get me wrong, I am happy to be able to do what I do. Watching life and people around me, I consider myself fortunate indeed. I guess I do need a little bit more of a balance though, so that is my goal in the next two months. I still have some vacations days left, and I plan to use those. I plan to spend some time re-charging myself a little, looking at the beauty fall and nature holds, and getting ready for the snow that will soon be in our lives. To spend some time with family and friends, and begin to say no to some of the "extra stuff" that comes along. Now that I have my goal, all I need is the will power to stick to it.

I will take a few seconds to thank everyone on the Board. All of their efforts make the tasks go easier. Hope to see you at one of our meetings this year. Thanks to all of you for your support as well, You are what makes NAPM-NI

T. A. Timm, President



September Meeting

The speaker at the Sept 21 education meeting was Larry Lukasik of Advanced Performance who gave an informative talk detailing the need & tactics for "Being Assertive".

As companies are still finding that communication is the #1 problem even with all the additional information flowing in & out. The key is to learn how to more effectively communicate, and assertiveness brings that tool to the table. *Assertiveness* as defined by Larry *is the ability to express yourself openly & honestly without denying the rights of others.*

Through his presentation, we covered how to identify your team members' communication personality types: Passive; Aggressive & Passive/Aggressive. He then discussed how you go about changing your style to an Assertive Personality. A short 20 minute video was played showing a team of 4 people who were able to move from their own styles to an assertive style; & how that moved the team from dysfunctional to successful.

Some of the behaviors an Assertive Communicator possesses are:
Open body language, ability to stand up for themselves, direct eye contact, ability to ask "why" or say "no", the use of "I" statements & the ability to plan what they want prior to a meeting.

I thought Larry's presentation gave us the tools to improve our communication style immediately by allowing us to:

- Recognize other's styles
- Improve listening skills by asking clarifying questions
- Learn to say no without apologizing
- Learn to negotiate win/win

I believe all who attended gained helpful information & with practice will gain leadership skills that will move our organizations forward.

Patty Grove

Larry Lukasik is the founder of Advanced Performance, Inc. Larry brings 25 years of manufacturing experience in the areas of materials management, logistics, customer support, information systems and financial reporting. During his career, Larry has developed and directed supplier certification programs, warehouse management in a multiple warehouse environment, planning and scheduling in fabrication, machining and assembly operations implementation of MRP II systems and simplified financial reporting in a lean environment. Prior to Advanced Performance, Larry held the positions of Materials Manager and Customer Support Manager at DovaTech, Ltd. (Division of Dover Corporation) and Vice President of Operations at Tri-State Industries, Inc.



October Meeting

Elizabeth Gingerich, Associate Professor of Business Law at Valparaiso University will be the speaker for the October meeting on Wednesday, October 19th. Her presentation will be International Law: The Fundamentals of Global Transaction.

This is a very important topic that affects all of us. Please make every effort to attend. This will be a very informative evening.

The October meeting will be at Zuni's restaurant – 2907 45th Street in Highland, IN 46322. Their phone number is 219-924-3882.

Please plan to attend! A great deal of hard work goes into arranging these very informative learning/networking/dinner meetings and your participation will mean a lot. It's easy to make a reservation – just click on the meeting RSVP link on our website napmni.org.



C.P.M. Review Seminars

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

There's still time to enroll for the last seminar. 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:

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

SPREAD THE WORD — SHARING THE VALUE OF SUPPLY MANAGEMENT

GATHER IDEAS NOW FOR CELEBRATING SUPPLY MANAGEMENT MONTH 2006

It's not too early to begin planning for a smooth and successful Supply Management Month 2006.

The theme for Supply Management Month 2006 will be the theme of the ongoing supply management image campaign — "Supply Management Maximizing Opportunities Managing Risk." An Affiliate Media Kit will be available on the Affiliate Support area of the ISM Web site. However, before you start promoting Supply Management Month, consider forming a committee now to gather ideas, develop a timeline and a budget and make final decisions. Even a committee of two or three members can get things headed in the right

direction and then spread the workload by assigning specific tasks to volunteers as March 2006 draws closer.

ISM will continue to celebrate Supply Management Month to raise awareness at the national level. Affiliate activities play an equally important role in raising awareness of the critical and strategic role of supply management to colleagues, peers and the local and regional business from community.

THIS MONTH ON THE ISM WEB SITE

Where do you turn when you are looking for answers about ISM, membership, certification, seminars, the *Report On Business*®, or purchasing and supply management in general? Well, look no further than ISM's Web site. ISM has gathered the most frequently asked questions (FAQs) from customers over the years and compiled several resource pages on the ISM Web site (www.ism.ws).

The FAQ section includes the following topics:

- About ISM
- Purchasing and Supply Management
- *Report On Business*®
- C.P.M. and A.P.P. Programs and exams
- ISM Career Center
- Public Relations
- CAPS: Center for Strategic Supply Research
- Knowledge Center Online Courses



The following members are having a October Birthday. Please wish them a Happy Birthday!

- ❖ Kathleen Caruso
- ❖ Chad Dyer
- ❖ Jamie Ricci
- ❖ James Semala

In Closing...

Last month I wrote about a company that was greatly affected by Hurricane Katrina. This month I am very happy to report the company was back in business in a very, very short time.

Their communications with their customers was amazing. Their General Manager sent many emails, including pictures of their progress. Each communication was more encouraging than the previous one. Their target date of October 15th was significantly off! They were in limited production and shipping far before October 15th and in full production with normal lead times by September 28th. While many employees obviously still do not have homes, they remain optimistic beyond belief! Their communications with their customers has been more than fantastic. They are appreciative of all the prayers and sentiments they have received.

This vendor has **THE BEST** Customer Service Group I have ever witnessed. They went onward in the face of the massive loss & destruction their employees faced. They immediately began an emergency customer service location in another state and overseas. Employees were housed in another state and all orders were converted to ship from their plant in Europe with no extra charge to their customers. Within less than a month, they were back in full production. Despite their loss, the Customer Service Group maintained a brave and courageous face and continued on. I truly admire these people and am thankful for them. They are the greatest!

Suzanne Sharp, Public Relations Chair