

National Association of Purchasing Management Northwest Indiana



NEWSLETTER



www.napmni.org

October 2004

www.ism.ws

Calendar

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

October 20, 2004, Wednesday

Gary Airport Update

Speaker: Denise E. Williams
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 – TBD

3/23/05 - TBD

3/24/05 A.M. - TBD

3/24/05 P.M. - TBD

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

March 23, 2005, Wednesday

NOTE: This is the 4th Wednesday of the Month

Out-Sourcing

Speaker: TBD

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

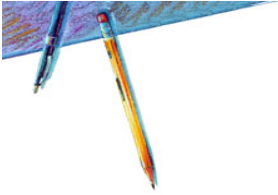
Patio Restaurant
7706 Broadway
Merrillville, IN

May 18, 2005, Wednesday

Health Care in Purchasing

Annual Elections + Marty Harper Award

Valparaiso Country Club
2501 Country Club Road
Valparaiso, IN



Presidents Pen

Here it is October already, the leaves are starting to turn and it looks like fall is upon us. Thankfully we do not live in Florida, as our lives would be focused in a different direction now. As the governor of Florida said this past weekend, this will be the start of one of the biggest construction booms in Florida history. While their weather is in turmoil ours couldn't be better. The same extremes as the weather could be paralleled to our members. For some, life is smooth sailing, for others, one problem after another. Each one of our jobs and lives are different, but there are many things that are the same.

Earlier this year I had a note from an employer who was concerned about our association passing on job opportunity information to our members at their work mail accounts. I took some time and talked to that employer to get their viewpoint and express our views as NAPM-NI. We are a professional association whose purpose by our bylaws is to promote education and advancement of our members. If an employee is satisfied with the company that employs them they will not be searching for a new opportunity, after all, who likes change. All of this discussion however led to a thought that maybe not all of our members wish to receive notice of new job opportunities. I decided to ask the question as not to alienate any of our employers and sponsors, yet allow the personal growth and advancement of our members. One thing I didn't anticipate with this question was the response I would receive. Within hours of my e-mail I had response from over one third of our members expressing interest in this notification. Going past the pure numbers I looked at the people who had responded. Most of those responding were the same people who regularly attend our educational events. Also, most of the people responding have been employed by the same employer for over five years if not longer. I think that says a lot about our membership. We never know where opportunity may knock, and we have to be ready to accept changes in today's world. It shows our members are open to new

ideas, and new frontiers, we just don't live with the status quo. It shows we have confidence in ourselves and in our knowledge of our profession. I think it shows the growth and advancement of the Purchasing and Materials profession. It also shows me that employers contact us for the knowledge and willingness of our members to be an asset to whatever company they work for. To bring best practices and new ideas to companies trying to survive in today's tough market.

One of the charges I posed to our board this year was to identify the value of NAPM-NI and address the needs of our members. I think this simple question and the answers have proven one of the values NAPM-NI has to offer. Not that all of our members will be changing jobs anytime soon, but that our professional organization focuses on the jobs that we do daily, and shares opportunities with them. Hopefully as the year progresses we will be able to identify other values NAPM-NI has to offer. As we identify them, we will work as a group to make sure the needs are addressed with our programs and services.

As the weather changes from summer to fall to winter, we know what lies ahead and prepare. As Supply professionals we also prepare for what we don't know lies ahead by developing our skills and looking for opportunities to use those skills.

If you did not respond but are interested in being added to the mail list of opportunities, just drop me an e-mail with the preferred address that you wish those forwarded to.

Embrace the changes in life, most have a purpose if we recognize them or not.

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



Scholarship Golf Outing Report:

Our 14 annual Scholarship golf outing was held on September thirteenth at the Valparaiso Country Club. Due to the date change this year we had a lower than normal turn out as we were competing against three other outings scheduled on the same date. This was the only downside to the day as the weather, food, golf course and comradely was just outstanding.

There were plenty of great shots as our winning team turned in a twelve under par score of 60, a closest to the pin on number 17 that was almost a hole in one and long drives and putts that were just awesome. Congratulations to all the winners and we look forward to seeing all of you back next year. Speaking of next year we have already booked the date so we will hopefully not conflict with these other outings. Mark your calendars now for the September 19th, 2005.

While we had all the fun, the real winners for this event are our scholarship recipients. This outing is our major source of revenue to help a deserving student(s) pursue a career in the procurement field. We are currently working with local universities to award this year's scholarships and will be announcing them shortly.

I personally want to thank Pam Hale, Donna Meeks and Tina Ward for their help and especially the golf and restaurant staff of VCC for another outstanding event. And lastly my thanks to all the hole sponsors, suppliers who sponsored teams and each and every player, without you none of this would be possible. Hope to see you all again next year.

Charlie Ward
Golf Committee Chairman

PICTURES OF THE DAY



FORE!



FOUR ON THE GREEN



IT WAS A GOOD DAY!



DINNER FOURSOME



September Meeting

Our September meeting was held on September 15th at Tiebel's Restaurant.

Guest speaker was Janet Staker Woemer, Founder of Converging Communications, LLC. Her topic was Change Management.

Janet was a dynamic speaker. If you missed this meeting, you missed a lot. Here are a few excerpts from her presentation:

“We know only two things about the future: It cannot be known, and it will be different from what exists now and from what we now expect.”

Peter Drucker

What we are hearing:

- Reengineering
- Outsourcing
- Restructuring
- Lay-offs
- Fear and anxiety
- Confusion
- Isolation

**We are in the thick of it...
but is it all that different than the past?**

Past Model:

- Trained in a specific area
- Evaluated on meeting job performance, not creativity
- Work was performed by tasks assigned- staying in the box
- Aware of career path within the selected profession- little flexibility
- Occasional updating of education
- Rigid Narrow
- Domestic Only-U.S.

New Model:

- Cross-Functional
- Multi-disciplinary
- Life-long learning
- Multiple touch points
- 4-6 major career moves
- Reward creativity and looking outside of the box
- Fluid, transparent
- Global

Opportunity:

Access to information was just not possible before 1995

Look at the access we now have!

Some individuals more than others are wired for change, but it is a behavior than can be learned.

What does the future hold?:

- Innovative
- Hard-working
- Know-how to get things done

“We know only two things about the future: It cannot be known, and it will be different from what exists now and from what we now expect.”

Peter Drucker



Welcome a New Member:

Please seek out and welcome our newest member (She'll probably be with Charlie Ward or Donna Meeks):

Edith Felton (Edie), Buyer at ISG Burns Harbor

Welcome to NAPM-NI, Edie! We hope you'll introduce yourself & enjoy our group!



Happy October Birthday!

We wish the following members a very Happy October Birthday (in alphabetical order, not necessarily birth order)!

- Kathleen Caruso
- Chad Dyer
- Eric Haverstock
- Jamie Ricci
- James Semala

Our very best wishes, and may you have many, many more birthdays!



Next month...

We'll have a report from the Scholarship Committee. That committee, chaired by Milton Reed, is hard at work reviewing applications and setting up interviews.

Our guest speaker will be Denise Williams, Communications and Marketing, Gary/Chicago International Airport. Denise will be providing us with an update on what is going on at the airport. It promises to be a very informative presentation. Please plan to attend.....and **BRING A GUEST**. To make your reservation, all you have to do is visit our website: www.napmni.org. Then click on "meeting RSVP" on the left hand side. Just follow from there. Please be sure to include your guest's name in the comments.



From the pages of Purchasing Magazine Online:\

Profile of The Purchasing Pro: A profession turns the corner

By James Morgan -- 9/16/2004

Today's purchasing professional is much more likely to be a woman than 10 or even five years ago. He/she also is likely to be responsible for spending twice as many dollars as a comparable buying pro of 10 years ago. What's more, today's purchasing professional seems to really like the job he/she is doing and is more likely to have chosen purchasing as a career path than in the past. This comes about even as paperwork and transaction processing continue to be a bane of this professional's existence.

What's so good about the job? In many cases it isn't the pay. When asked outright, many cite such things as being given freedom to negotiate long-term agreements with selected suppliers, make outsourcing decisions, or play out-front roles in corporate spending. In short, large numbers of purchasing professionals look upon their jobs in terms of playing a significant role in corporate profitability, a trend that has increased in recent years as companies work more diligently to control costs.

The above words are among the findings of Purchasing magazine's latest survey of procurement officers and supply chain executives. An examination of this latest picture of the purchasing executive shows a professional who regularly handles huge spend numbers, is responsible for multiple functions, works closely with top management, and is constantly on the lookout for new approaches and techniques to cut costs and improve supply chain efficiency.

To produce this comprehensive picture of the purchasing pro, the Purchasing survey used a complex grid covering many multipart and inter-related questions. Some questions asked are identical to those asked in past years, others are new, and some questions cover completely

unexplored aspects of the job. This year's report examines the anatomy of the purchasing professional from five distinct perspectives: personal background, professional responsibility, strategic sourcing, strategic planning and buying, and career outlook.

Further information is available on-line at www.purchasing.com



In Closing...

Changes – they are always happening. It's the natural cycle of things. What goes around, comes around. Have you ever noticed that?

This whole newsletter is all about changes. It must be in the air, because it certainly wasn't planned. From Tim Timm's "President's Pen" article, to the ongoing changes made to this newsletter, to the presentation from last month's speaker to next month's speaker.

I hope you enjoy the changes made recently in this newsletter. Please let me know if you like them. I've added more picture, color, etc. I truly hope you enjoy the Golf Outing Pictures. It was very difficult to choose from so many. Thank you, Tim and Charlie for the pictures you provided.

I'm also trying to get you, the members, to send in articles & pictures. I feel that this newsletter is yours and should be written by you, for you!

As I'm writing this, I am amazed how many changes have taken place in my own life in the past year. I tend to take a positive attitude & think change is a good thing. I love modernization and improvement. Change for the sake of change is not necessarily a good thing, but for the most part, I think change can be and is a good thing.

I hope you all will enjoy our changing seasons. Enjoy a walk in the wood with the changing leaf colors (sure hope they brighten up!). Enjoy the crisp mornings, warm days and chilly evenings

(hopefully by a fire with marshmallows, s'mores, perhaps hot chocolate or hot cider).

Enjoy life – change is inevitable!