

National Association of Purchasing Management Northwest Indiana



NEWSLETTER



www.napmni.org **November & December 2005** www.ism.ws

Calendar

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

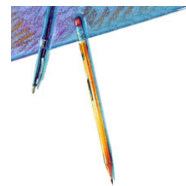
February 15, 2006, Wednesday
International Meeting - Transportation Issues
Speaker: Mr. Ken Ballow
Majestic Star Restaurant
1 Buffington Harbor
Gary, IN

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

It looks like the nice weather of summer and fall and fast departing, it is getting colder, and the rain will soon turn to something else we can see and shovel. It is so hard to believe that next week is Thanksgiving, where has this year gone? It won't be long until we start writing 2006, wasn't it just yesterday we worried about Y2K and if we would survive? Look at some of the things that have happened this year, gas at \$3.00 a gallon, the devastation of hurricanes, numerous hurricanes, tornadoes in November. We all survived this, so life is good.

I was just looking at the number of days left this year, and then the number of days that I have nothing happening (could probably put that on one hand). I have my last meeting as an ASC member the end of November, my two years are up. I get back in the office for a day and off again for a week for training at one of our sister plants, two on site supplier audits, the holidays themselves, and one day of vacation to use up. This does not include those little short things that we all have.

Next year looks to be just as exciting. Plans are already under way for the Summer Leadership Conferences. In 2006 they will be in Baltimore, New Orleans and Las Vegas. The Annual Conference will be in Minneapolis. ISM is trying a few new programs to benefit the affiliates. Good things are happening. Our own affiliate is well under way with our educational programs for the year, but next year will bring some new opportunities for us. The main issue I believe we have is the involvement of our members into leadership positions. It is time to get more involvement from new people. New people bring new ideas, new outlooks, and new successes. We have done well, but we need to continue and grow that trend. This is where you, the membership, are especially important. We need you to be a part of that management team to take us to the next level. With all of the opportunity for education, help, assistance, this should be an easy task for any of our members. The best part of it is the team of people you are able to work with and draw on for support and success.

As you start to make your plans for next year, first make a commitment to NAPM-NI, and then start to look at some of the educational opportunities to help you achieve that commitment, and take the step. Each great task, no matter how big or small is started with that first step.

Timothy A. Timm
President



October Meeting

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

Beth has a wealth of knowledge and provided us with many tips for International buying.

Beth presented the following L.E.S.C.A.N.T. Factors:

L – Language

Know the language of the country you are dealing with. Don't assume they speak English

E – Environment & Technology –

We as American's are use to rapid response, i.e., e-mail, fax, etc. Don't assume they have the same equipment and technology.

S – Social Organization

Learn the customs of the country. May women negotiate deals? Is it appropriate to discuss deals during dinner?

C – Contexting

Low-context countries such as America, Germany and Switzerland do not place much emphasis on developing relationships. We have dinner and sign contracts. Mid-level to High level countries, such as France, England, Latin American Asian and Arabic countries place a high emphasis on developing relationships.

A – Authority

Make when negotiating you know who has the authority to make the deal.

N - Nonverbal Behavior

Know the customs of the country. For instance, in Asia there is bowing to one another.

T- Time Concept

Monochronic Nations which include US, Great Britain, Germany, Canada, New Zealand, Australia, the Netherlands, Norway and Sweden, "Time is everything". Polychronic nations which is the rest of the world believe building a relationship is as important as closing the deal.

Beth also discussed the various treaties and Federal legislation. This was a very informative and interesting presentation. Many ideas and thoughts that can be adapted for purchasing in international countries.



November Meeting

Purdue Technology Center – Kathy J. DeGuilio-Fox, Business Development Manager

Kathy gave a wonderful presentation regarding the Purdue Technology Center Incubator.

The incubator has three stages. The first is Technology Validation and Market Assessment. There a decision of go or no go for the business. Once a decision is made the next step is Value Proposition, Market Assessment and Business Plan. Again a decision is made whether or not to proceed once this stage is evaluated. The third stage is Company structure, capital funding and management team formation. The business is then launched.

This is a proven model providing results. There are seven development features:

- Clear pathway via the 3 stages of review and assistance
- CET to evaluate and guide the process
- Strategic selection of mentors
- Accelerated business development timetable
- Initial “trial-sell” in the market place
- Early stage gap-financing resources
- Formation of a management team

The Incubation of new companies has NW Indiana thinking in new ways. This endeavor is developing new technologies to embrace emerging technologies while providing new employment opportunities. The incubation period helps recognize the material value of intellectual capital and builds interactive partnerships between private business and industry. Understanding education as a tool that can grow NWI while seeking a future in discovery that expands the realm of knowledge, learning through dissemination and preservation of knowledge and engagement through the exchange of knowledge.

Statistics show 80% of incubated companies survive their first 5 years and 40% of non-incubated survive their first 5 years.

Currently, there are 10 companies that are in incubation and the companies are growing. Additional buildings are being planned for future expansion. This is a wonderful way for NWI to be on the map of technology growth!



News from ISM's NewsLine

C.P.M. AND A.P.P. NEWS

EVOLUTION OF SUPPLY MANAGEMENT NECESSITATES ISM'S NEW QUALIFICATION

ISM's mission to "lead supply management" continues with the creation of a new supply management qualification that will recognize the expanded education, skills and experience needed to be successful as a supply manager. The development of this new qualification is a forward-thinking move designed to enhance professional capabilities and the impact supply management may potentially have within organizations. To be unveiled in 2008, the new qualification will include information on all segments of supply management.

The new qualification, in development since 2003, raises the bar on supply management's capabilities. With increased professional and educational standards, the new qualification will prepare supply managers to meet the current and future demands of the profession. While other organizations have unveiled new certifications, ISM's new qualification will comparatively rest at a much higher professional level. The new qualification will focus on strategic supply management, not fundamental or tactical-level knowledge.

Most importantly, the new qualification will enable supply managers to take an active role

in the direction of their organization at the highest levels. Each critical step in the development of an organization's products and/or services is controlled by supply management. As shown in the Supply Management Evolution Timeline below, evolution of the profession dictates that administrative level qualification is needed for these professionals to effectively implement innovative supply strategies regardless of their main area of focus.

For more information and answers to Frequently Asked Questions, please go to the following members-only website:

<http://www.ism.ws/MembersOnly/Newsline/Newsline1105a.cfm>

NAPM-NI Leadership:

SIGN UP NOW FOR

ISM's New Supply Management Qualification Informational Web Seminar

Tuesday, December 13, 2005

10 a.m. Pacific, 11 a.m. Mountain, 12 p.m.

Central, 1 p.m. Eastern

Sign-up now for ISM's New Supply Management Qualification Informational Web Seminar at <http://registration.intercall.com/go/ismqualification>.

This one-hour event is limited to the first 500 registrants on a first come, first served basis. All applications for registration over 500 will be placed on a waiting list. After you register, you will be sent a confirmation email with the actual link to the Web Seminar. This link will be active 15 minutes prior to the event. ISM encourages groups to register for the event under one name and use a single PC to participate.

Major topics of discussion will include:

- ❑ **How ISM got to where we are today**
- ❑ **How we plan to move forward in the future**
- ❑ **The format of the new program**
- ❑ **The bridging process**
- ❑ **The recertification process**
- ❑ **The benefits of the new qualification**

In addition, you will want to stay tuned for a Q & A session after the presentation. The seminar will also be archived for future viewing. Additional informational seminars on the new qualification will be scheduled throughout the program rollout process. For additional information, contact the ISM Certification Department at certification@ism.ws or 800/888-6276, extension 401.

Christina Foster, SPHR

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ext. 3011 Certification
800-888-6276 ext. 3112 Diversity
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In the Members Only section of the Web site, under the Affiliate Support area, are the links to the Affiliate Support Council and the Group and Forum Support Council. These links will lead you to the Suggestion Forms for each of these Councils.

The Certification section of the ISM Web site also includes links to its [downloadable forms](#), such as:

A.P.P. Original and Original Lifetime
Accreditation Application

- ❖ A.P.P. Reaccreditation and Lifetime
Reaccreditation Application
- ❖ C.P.M. Original and Original Lifetime
Certification Application
- ❖ C.P.M. Recertification and Lifetime
Certification Application
- ❖ Exam Score Request Form
- ❖ Experience Documentation Form
- ❖ Conference Documentation Forms
- ❖ Continuing Education Documentation
Form
- ❖ College Credit Information and Transcript
Request Form
- ❖ Replacement Certificate Request Form

Consider the ISM Web site as your link to information designed to make running your affiliate/group/forum more manageable.



The following members have had or are having a November and December Birthday. Please wish them a Happy Birthday!

November:

- ✚ Darrell Bottjen
- ✚ Daniel Pullen
- ✚ Brad Robbins
- ✚ Donna Meeks
- ✚ Eric Masnick

December:

- ✚ Joseph Kovacs, III
- ✚ John Seaman



In Closing...

Last September I wondered where August had gone. Now I'm wondering where October and November have gone! How will everything get accomplished by Christmas and how will I still be able to take time and enjoy the season. It's especially difficult if you're like me – a last minute and spur of the moment type of person. It seems like we're so regimented and busy at work that the other things get put off or done is a great rush.

I worried the same way about Thanksgiving, but it was all done in time (including painting the kitchen and in spite of a sinus infection). So, I suppose that it will be the same with Christmas.

In the last two issues of this newsletter, I wrote about a company in the New Orleans area. I thought you might like to know that both of those newsletter articles were read at their first employee meeting after Hurricane Katrina. They were read with much appreciation and some tears.

Many of their employees remain homeless or waiting for their FEMA trailers to be hooked up. They continue to be an inspiration to me. In case any of you are interested, the company I've been writing about is Intralox. They are the manufacturer of conveyor chain/belting among many other things. Please keep them and all others who have suffered from all the natural disasters in your prayers.

I wish you all a very Blessed Holiday Season.

Suzanne Sharp, Public Relations Chair

P.S. Many, Many thanks to Mary Palmer who provided the articles in this Newsletter about the October and November meetings. Also to all Patty Grove and Pamela Hale who have also helped me prepare this Newsletter and update the website during the last few months. You have been GREAT!!!