



National Association of Purchasing Management  
**Northwest Indiana**

National  
Association of  
Purchasing  
Management

# NEWSLETTER



[www.napmni.org](http://www.napmni.org)

September 2003

[www.ism.ws](http://www.ism.ws)

Marty Harper/NAPM-NI  
Volunteer of the Year 2003  
Donna Meeks, C.P.M., A.P.P.

## CALENDAR

### **September 15, 2003, Monday**

Scholarship Golf Outing  
Valparaiso Country Club  
2501 Country Club Road  
Valparaiso, IN

### **September 17, 2003, Wednesday**

Purchasing Your Dreams  
John Campbell  
Patio Restaurant  
7706 Broadway  
Merrillville, IN

### **October 15, 2003, Wednesday**

International Meeting- Fisher International  
Import/ Export  
Tiebel's Restaurant  
US 30 & US 41  
Scherverville, IN

### **November 19, 2003, Wednesday**

Navigating the ISM Website  
Timothy A. Timm, C.P.M., A.P.P.  
Valparaiso Country Club  
2501 Country Club Road  
Valparaiso, IN

### **January 21, 2004, Wednesday**

AWMI Joint Meeting  
Industry Outlook 2004  
Center for Visual & Performing Arts  
907 Ridge Road  
Munster, IN

### **February 18, 2004, Wednesday**

Negotiations  
Michelle Kantor  
Majestic Star Restaurant  
1 Buffington Harbor  
Gary, IN

### **March 24-25, 2004, Wednesday- Thursday**

C.P.M./ A.P.P. Review with Dr. Russell Morey  
Valparaiso University  
College Ave.  
Valparaiso, IN

### **March 24, 2004, Wednesday**

Strategic Sourcing  
Dr. Russell Morey  
Strongbow's Restaurant  
2405 US Hwy 30  
Valparaiso, IN

### **April 21, 2004, Wednesday**

Plant Tour- Sager Metal Strip  
100 Boone Drive  
Michigan City, IN  
Rodini's Restaurant  
4125 Franklin Street (US 421)  
Michigan City, IN

### **May 19, 2004, Wednesday**

Annual Meeting and Elections  
Leadership 2004  
Pam Hale, C.P.M.  
Patio Restaurant  
7706 Broadway  
Merrillville, IN

## Scholarship Golf Outing

Time is getting short, our annual Scholarship Golf Outing scheduled for Monday, September

15 at the beautiful Valparaiso Country Club. Sign up sheets and information are available on the web site. Remember we will be raffling a set of golf clubs this year, so bring a few extra dollars to the outing with you, you may be the lucky person taking home a new set of clubs.

## Welcome Everyone,

I'm so excited – we're about to start a new year for NAPM-NI. Your Board met on Thursday, 8/28 at Valparaiso Country Club. It was a Board Appreciation Dinner and Meeting. What a session!! Ideas were bouncing off the walls. During this new year, you will hear some the ideas that were presented. We had 3 Board members attend ISM Training sessions held at various cities throughout the U.S. Milt, Patty, and Tim walked away with knowledge, creativity, and enthusiasm.

I hope you have signed up for our NAPM-NI Golf Outing. There are still some openings. Remember; please support this golf outing because this event is our money maker for our scholarships given away during this up-coming year. Charlie Ward and Donna Meeks have been very busy working on this event. I realize it has not been easy, especially with their chaotic work schedule. THANK YOU VERY MUCH.

I was reading an article in the August issue of Purchasing entitled "Profile of a Purchasing Professional - How buyers are changing". A few highlights are:

-Purchasing professionals are a little older 46.1 vs. 44.7 and have been on the job slightly longer.

-Purchasing is responsible for spending more dollars. Responses to this question ranged from less than \$1 million to \$526 million. Now the average is \$31.3 million vs. in 1992, it was a little more than \$11 million. So, it's twice as high as it was in 1997 and 3 times higher than in 1992. WOW!!

-Purchasing has experienced major downsizing in the past 2 years (82.1%). Major contributors to this downsizing are the introduction of serious Purchasing e-sourcing tools and supply chain management techniques.

-A C.P.M. designation adds value to both your profession and you. By earning it, you join

nearly 40,000 professionals who already know the importance of certification. HINT: NOW IS THE TIME FOR YOU TO GET YOURS BY ATTENDING OUR C.P.M.-A.P.P. TRAINING SESSIONS ON MARCH 24<sup>TH</sup> & 25<sup>TH</sup>, 2004.

-When asked "How could the purchasing function be improved and how would you do it?" answers varied, of course. More automation, better computerized systems, more supplier responsibility, and more flexibility in buying decisions and increased authority to make them.

-One final question was "What are the biggest problems facing you in your job today?" I'm sure you will agree with these comments - "Little or no lead-times, inconsistent supplier deliveries, total disregard or lack of forecasts by sales." A major problem is "the time element. There's just too much to do and very little support." There seems to be an increase in a company's activity, but no increases in headcount.

With the last element from the article, I want to again ask for our people to volunteer for the little things. Our Board has put in many hours with the organization. Your little contribution will help tremendously. There will be many opportunities throughout this year to contribute your time and effort. THANK YOU BOARD MEMBERS!!

At our 1<sup>st</sup> meeting, we are kicking off the year with a motivational speaker. His name is John Campbell. His topic is "Purchasing Your Dreams". After talking with him, I'm sure he will be both enlightening and humorous.

I'm looking to seeing you at the Golf Outing. If not, I'll see you at the 1<sup>st</sup> meeting at the Patio on Wednesday, September 17<sup>th</sup>. Remember to bring your nametag. If you don't have one, please send Karry Rogers an e-mail. Take care.

Pam

## Calendar- 2003-2004

As hard as it is to believe, our meeting schedule is almost ready to begin. Wednesday, September 17 will be our first event of the new year. The meeting location will be the Patio

Restaurant in 7706 Broadway in Merrillville. The speaker will be Johnny "Transition Man" Campbell. Johnny will be giving a motivational presentation on "Purchasing Your Dreams". Johnny is president and founder of Speak On IT, in Chicago. His company helps individuals and companies mentally condition themselves for change in order to achieve the success they desire. In this day of downsizing which one of us could not help in overcoming obstacles created by change and emerge as winners in their careers.

Remember to use the fast link on our home page to make your meeting reservations. One other note, you may receive two to three meeting reminders before meeting dates. If you are planning to attend only RSVP ONCE please. That is all that it takes. Thanks!

There have been a few other changes to our original calendar, so please refresh yourself with our programs for the year.

### *Summer Leadership Conferences*

Three of your board members, Patty Grove, C.P.M. (secretary), Milton Reed, C.P.M. (1<sup>st</sup> VP) and Timothy Timm, C.P.M., A.P.P. (PR Chair) had an opportunity this summer to attend three different Leadership Conferences put on by ISM. On Thursday August 28, they were able to share all they had learned with the entire board. Their ideas lead to a great brainstorming session with the entire board, bringing some new ideas to our affiliate. Some of the hi-lites are; looking at a new creative format for our Scholarship Golf Outing, revisiting a long term marketing plan, and looking at a new membership survey to see how we can improve what is offered to NAPM-NI members. These are just a few of the ideas discussed that evening, there were more. There is a catch however, we will be looking for members to work on small committees to develop some of these new and exciting ideas. It will not take much of your time and it may be very rewarding for you personally as well as your affiliate. There will be a call for volunteers at the next few dinner meetings to get things underway. Please volunteer a little of your time, many hands make the work go fast, and we need YOUR ideas!

### *C.P.M., A.P.P. Review*

March 24 & 25, 2004, Dr. Russell Morey, C.P.M. will be presenting a two day, four module certification review for our affiliate. This is an in depth, fast paced, beneficial way to prepare yourself for your exams. Areas covered will be, Purchasing Process, Supply Environment, Value Enhanced Strategies and Supply Management. We are looking into having the testing available the weekend after the seminars. Please make your calendars and plan to attend if you are considering advancing your job potential by taking your exams. More information will be forthcoming. Dr. Morey will also be presenting at our March educational meeting on Strategic Sourcing.

### *THE C.P.M. PROGRAM*

The C.P.M. (Certified Purchasing Manager) Program was originated by ISM in 1974, and is the first nationally accepted standard of competence and knowledge for the purchasing and supply management field. Those who earn the title of C.P.M. join a select but fast growing professional group, widely recognized by management and colleagues to be among the most knowledgeable in today's competitive world of purchasing and materials management.

Applicants for C.P.M. certification must pass all four modules of the C.P.M. exam. In addition, the applicant must (a) have five years of full-time professional (non-clerical, non-support) purchasing and supply management experience, or (b) have a four-year degree from an accredited institution and three years of full-time professional purchasing and supply management experience.

Want more information on how you can become a C.P.M.? See: [www.ism.ws/Certification/CPMEvolution.cfm](http://www.ism.ws/Certification/CPMEvolution.cfm)

### *C.P.M. AND A.P.P. NEWS*

#### *WHY REACCREDIT?*

You worked hard to earn your designation. Don't let all that hard work go to waste - reinvest in your achievements and get reaccredited today.

Reaccreditation provides you the chance to continue on the path to professional success and gives you the tools you need to reach your goals. It proves your professional stamina and makes a strong declaration of competence to your organization, colleagues, and the entire profession.

Continuing education earns you control of your career direction, and in the pursuit of your reaccreditation, you select the topics and programs that fit your individual needs and schedule. ISM's reaccreditation program is an integral part of your professional education.

### *What Do I Have to Do?*

A.P.P.s are required to reaccredit every five years. Current A.P.P.s must earn 42 hours of continuing education since the issue date of their current certificate.

Lifetime A.P.P. requirements:

- Can be incorporated into Lifetime C.P.M. requirements
- Are the same except that for the A.P.P., purchasing and supply management experience can be a secondary component of the applicant's job

Note: Many employers provide training on management and supervisory skills, personnel law, computer literacy, and purchasing, materials, and supply management. And, if you teach seminars or college courses, make sure to count those as well. For more information on ISM's reaccreditation program, contact ISM's Customer Service Department at 800/888-6276 or 480/752-6276, extension 401, or visit ISM's Web site at [www.ism.ws](http://www.ism.ws).

### *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.**

## *FREQUENTLY ASKED QUESTIONS*

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](http://www.ism.ws)).

The resource (FAQs) pages include the following topics:

- **About ISM**  
[www.ism.ws/AboutISM/FAQ.cfm](http://www.ism.ws/AboutISM/FAQ.cfm)
- **The A.P.P. Exam**  
[www.ism.ws/Certification/APPFAQ.cfm](http://www.ism.ws/Certification/APPFAQ.cfm)
- **The C.P.M. Exam**  
[www.ism.ws/Certification/cpmFAQ.cfm](http://www.ism.ws/Certification/cpmFAQ.cfm)
- **Purchasing and Supply Management Related Questions**

[www.ism.ws/AboutISM/InfoCenterFAQs.cfm](http://www.ism.ws/AboutISM/InfoCenterFAQs.cfm)

- Knowledge Center (Internet Delivered) Courses  
[www.ism-knowledgecenter.ws/kc/faqs/faq.html](http://www.ism-knowledgecenter.ws/kc/faqs/faq.html)
- *Report On Business*®  
[www.ism.ws/ISMReport/FAQ.cfm](http://www.ism.ws/ISMReport/FAQ.cfm)

You can always rely on the ISM Web site as a resource to help answer your questions about ISM, its products, or purchasing/supply management topics in general.

### *WEB SITE OF INTEREST*

Web site of Interest is: **The Internet Public Library- <http://ipl.sils.umich.edu/>**

The Internet Public Library (IPL) is a public service organization at the University of Michigan School of Information. This Web site has a lot to offer. Resources such as almanacs, dictionaries, encyclopedias, style and writing guides. Their subject collections contain Internet resources that provide information on a particular topic. Also offers a "reading room" with links to online books, magazines and newspapers. A great feature of this Web site is that the visitor can e-mail the IPL a reference question and receive an answer (brief research, short list of resources) within three days.