



National
Association of
Purchasing
Management
Cincinnati

Cincinnati

April 2005

Editor: Rita Dhingra

NAPM Meeting 05/10/05 Vernon Manor Hotel

Forum: 5:30 p.m.
Networking: 6:30 p.m.
Dinner: 6:40 p.m.
Dinner speaker: 7:15 p.m.

The Forum Program

The Forum presentation will provide a discussion of the Purchasing of Electricity in today's competitive environment. Mr. Ziolkowski will discuss CG&E electric rates that went into effect in January 2005 and that will be effective till December 2008. He will focus on new charges and billing items that directly affect a customer's decision to switch from CG&E to a Certified Retail Electric Supplier for generation service. You will also learn how to evaluate the economics of an offer from a CRES.

The Dinner Program

Our Dinner Program presentation is entitled : "Natural Gas Purchasing Tactics for the Current Market". Mr. Schulz will share with us an overview of the current framework for purchasing natural gas, an examination of current pricing trends, and purchasing tactics for managing costs and risks in the natural gas market. You will also learn about the structure of the natural gas industry and practical "how to" steps for enhancing your purchasing process.

Speaker Background

Forum Speaker

Jim Ziolkowski is a Rate Coordinator in the Rate Department at Cinergy Corp. He participated in the unbundling and design of CG&E's electric rates, and develops and administers new rates and prepares regulatory reports. His responsibilities include occasionally meeting with Cinergy's large customers and Account Representatives to interpret and apply rates to various situations. In his fifteen years at Cinergy, he also has worked as an Industrial Account Engineer and program manager for various Demand Side Management Programs. He participated in the Ohio DSM Collaborative during the mid-1990's.

Before Cinergy, Jim worked for Mobil Oil Corporation in New York and was an officer in the U.S. Navy. In the Navy, he specialized in nuclear propulsion.

Jim received a B.S. in mechanical engineering from the U.S. Naval Academy and an MBA from Miami University. He is a registered Professional Engineer in the State of Ohio and was designated as a Chartered Industrial Gas Consultant by the Institute of Gas Technology.

Dinner Speaker

Craig Schultz founded EBSI to help organizations of all sizes reduce their energy costs and risks. EBSI specializes in well researched and easy-to-use techniques for improving energy purchasing processes and results.

Prior to founding EBSI, Mr. Schultz served in management positions of two global energy companies that were active in Ohio and held an analytic position at the U.S. Department of Energy.

Within the Energy Marketing Division of Amada Hess Corporation, he managed the marketing and product development functions for Hess' over 10,000 industrial and commercial customers in the eastern U.S. At Statoil Energy, he managed market research and planning for the industrial and commercial sales division.

Mr. Schultz received his B.A. in Economics from Wesleyan University, with honors, and his M.B.A. from the University of Chicago, with honors.

Cost : \$25.00

NAPM-C Dinner Meeting

May 10, 2005

5:30 p.m. Forum: Mr. Ziolkowski, is a Rate Coordinator at Cinergy, will discuss "CG&E electric rates that went into effect in January 2005"

6:40 p.m.: Dinner Begins

7:15 p.m. After Dinner: "Natural Gas Purchasing Tactics for the Current Market". Mr. Schulz, founder of EBSI, will share with us an overview of the current framework for purchasing natural gas.

Please call 513-752-6440 before May 6th or E-Mail John Wenderfer at JWENDERF@STELIZABETH.COM to make reservations for the Forum & the Dinner Program



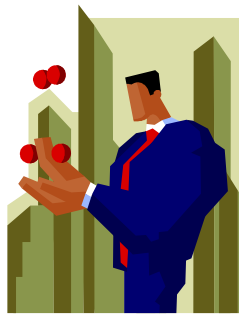
A STANDING OVATION FOR BARBARA CRONIN & A BIG THANK YOU

For many years Barb Cronin has been our behind the scenes administrative assistant. She has been the "voice on the phone" and the person behind the paperwork for all of us. It is with regret that the MAPM-C Board has accepted Barb's notice of resignation. We appreciate all of the many hours she has put in, and the organization she has brought to NAPM-Cincinnati affiliate. Thank you Barb for all your dedication, and professionalism. We wish you luck in your new position.



PLEASE JOIN US TO WELCOME TO THE LOCAL NAPM-C ADMINISTRATIVE ASSISTANT!

Debbie Behler CPS/CAP, of Excellent Administrative Assistance, has filled the Executive Secretary position vacated by Barbara Cronin. You can reach Debbie at 859-442-7777, or behlerd@zoomtown.com.



NAPM-C is having Board elections coming up and we would like to welcome the local affiliate members to join us on the Board. The hours required, are around 2/3 hours on a monthly basis and we would love to have new ideas introduced to the chapter/Board.



Don Johnson, our NAPM- C Vice President, was our Forum speaker for the month of March 2005