



National
Association of
Purchasing
Management
Cincinnati

Cincinnati

October 2006

Editor: A. Hicks

Joint Meeting with APICS

NAPM Meeting 11/14/06
Vernon Manor Hotel

Networking & Registration: [5:30 p.m.](#)
Dinner: [6:00 p.m.](#)
Dinner speaker: [6:45 p.m.](#)

Dinner Cost: \$ 25.00



RAY ATTIYAH

Founder and President of Midwest
Manufacturing Solutions

The Dinner Program

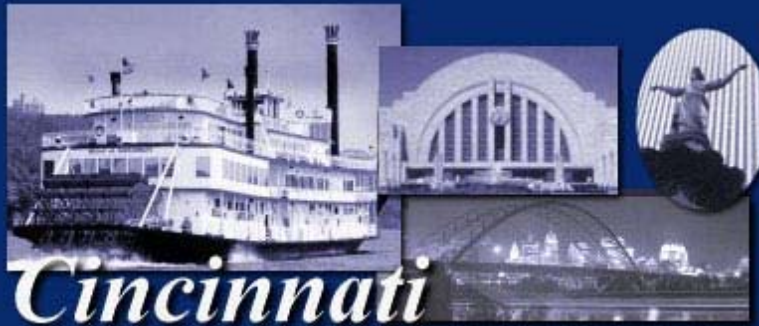
Creating Buy-In to Change: 5½ Steps to Improve How you Make Improvements

- Discover why people resist change and how to overcome this resistance
- Learn 5½ proven approaches to deal with status-quo mentality
- Discover if the resistance is willingness or capabilities
- Discover why people doubt improvements will work or last ... and how to overcome this apathy

Speaker Background

Ray Attiyah is Founder and President of Midwest Manufacturing Solutions (MMS), a Cincinnati Based business improvement firm. Ray's business cards refer to him as CRO - Chief Remover of Obstacles and Chief Recruiting Officer - for MMS. Ray and his MMS team of business improvement experts specialize in solving business and management needs for companies to rapidly improve their bottom lines & personnel. Ray and the MMS team achieve these results by changing personnel behaviors, improving processes, and creating a NIMBLE organization capable of pouncing on new market opportunities.

Ray's initial leadership and operations management training came from Johnson & Johnson where he served in various management, operations, engineering, and project management roles. His initial roles at Ethicon Endo-Surgery required Ray to radically change how this mid-sized division performed in order to grow quickly and profitably.



Subsequently, Ray accepted the leadership role of Director of Operations for Johnson and Hardin with the goal of accomplishing similar business improvement successes. Johnson and Hardin, a Cincinnati based \$100 million printer, is where Ray honed the leadership and business improvement expertise more suited for mid-sized, family owned, or privately held organizations.

Ray was inspired by his passion for business improvements & founded MMS in 1996. MMS has led the growth and improvement efforts at dozens of companies throughout the tri-state. Ray is a widely sought after speaker as his passion for his work and enthusiasm for life motivate seminar participants to take action.

Ray was a management professor in the MBA program at Xavier and writes/contributes articles for the "Best Practices" or "Growth Strategies" column for the Business Courier. Ray has judged business award competitions with the Greater Cincinnati Chamber of Commerce & the Ohio Manufacturing Association.

Dinner Cost: \$ 25.00

RESERVATIONS:

Please call John Wenderfer at 513-752-6440 by November 10, 2006 OR E-Mail @ JWENDERF@STELIZABETH.COM to make your reservations for the forum and dinner meeting

Upcoming Events

Kentucky International Trade Conference

Nov 2, 2006, 7:30 am - 6:30 pm

Northern Kentucky Convention Center

Check the web site www.napm-c.org for details

C.P.M. Review Seminars

November 4, 11, & 18 and Dec 2 & 9, 2006

Check the web site www.napm-c.org for details

Dinner: Tuesday January 9, 2007 5:30 PM

Speaker: Richard Stevie and George Vredeveld

Topic: 2007 Economy

Sponsored by [The Workbook](#)



Satellite Seminar: February 8, 2007

Topic: Critical Business Skills for Effective

Supply Chain Leaders

Dinner: Tuesday February 13, 2007 5:30 PM

Speaker: Tom Speh Miami University

Topic: State of Strategic Sourcing

Sponsored by **Recall**



JOINT MEETING WITH THE APICS

Dinner: Tuesday, March 13, 2007 5:30 PM

Topic: Supplier Scorecarding

Roundtable Speakers:

Greg DeSimone, Coca-Cola Enterprises, Inc.

Mark Thiem, Schneider Electric

Andy Jamieson, OPW Fueling Components

ISM
institute for
supply management



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Pictures from the October Seminar:



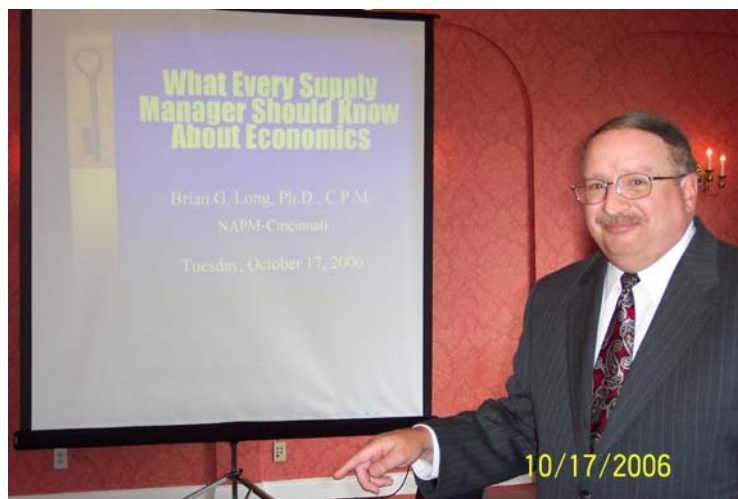


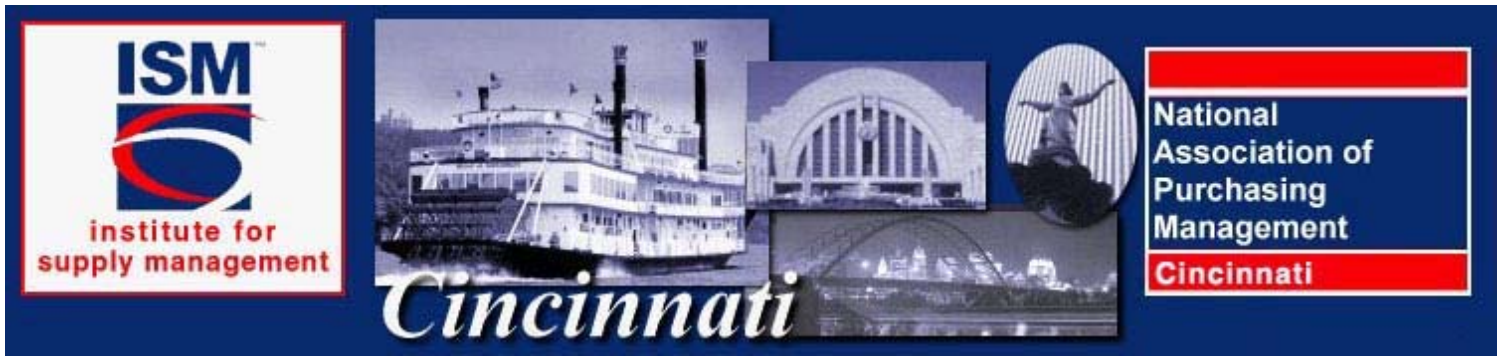
OCTOBER SEMINAR:

NETWORKING:



Dinner Speaker, Dr. Brian Long





Reminder: No meeting in December.

Happy Holidays!



See you at dinner on January 9th

2007 Economic Outlook

Presented by Dick Stevie and George Vredeveld