



Cincinnati

August 2006

Editor: A. Hicks

NOTE: NEW TIME FOR DINNER BEGINNING IN SEPTEMBER!

**NAPM Meeting 09/12/06
Vernon Manor Hotel**

Networking & Registration: 5:30 p.m.
Dinner: 6:00 p.m.
Dinner speaker: 6:45 p.m.

Dinner and Forum Cost: \$ 25.00

Speaker



Ray Attiyah

The Dinner Program

The title for the dinner presentation is *“The challenges in applying lean in purchasing and overcoming the resistance to change”*. You will learn how to deal with uncertain demand, the leading mistakes made to achieve an agile supply chain, the leading causes of inflexibility and what you can do about it and how to create trust with your suppliers to reduce resistance – trust / win-win requires practicing what we preach.

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.

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- Speaker background continued -

Ray's 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 & 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. Ray serves as a Board Member for the Cincinnati Chapter of APICS.

Dinner and Forum Cost: \$ 25.00

Please call John Wenderfer at 513-752-6440 by September 8, 2006 OR E-Mail @ JWENDERF@STELIZABETH.COM to make your reservations for the forum and dinner meeting

Volunteers Needed

As a non-profit devoted to the pursuit of educating other purchasing and supply management professionals there are many opportunities for volunteers. This is a great way to network, to meet new people and to help the association. If you can offer a few hours a month, want to offer a program, or perhaps you are interested in attending a board meeting to see how dinner meetings happen, contact any of the board members or call us (513) 385-4144.

CHANGE NOTICE

OCTOBER MEETING
3RD TUESDAY
October 17, 2006



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Upcoming Events

Satellite Seminar: October 12
Finance for the Supply Professional
Contact Don Johnson johnsondon@nku.edu

Seminar: Tuesday October 17, 9-4 PM
Megatrends For the Purchasing Profession.
Speaker: Dr. Brian G. Long, CPM

Dinner: Tuesday October 17, 5:30 PM
What Every Supply Manager should Know
About Economics.
Speaker: Dr. Brian G. Long, CPM

** note -- the October meeting is on the 3rd
Tuesday of the month instead of the second
Tuesday*

Dinner: Tuesday November 14, 5:30 PM
Joint Meeting with APICs sponsored by [The
Workbook](#)



Dinner: Tuesday January 9, 5:30 PM
2007 Economy
Speaker: Richard Stevie and George Vredevelde

C.P.M. Review Seminars begin in November;
check the website for more details.

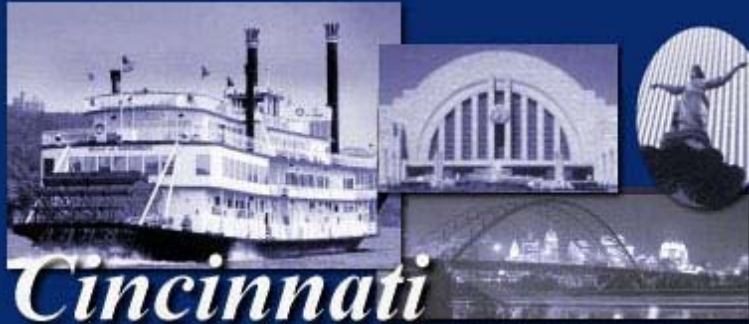
**NAPM-C
Proudly Presents**



Dr. Brian G. Long

**Megatrends for the
Purchasing Profession
October 17, 2006
Cincinnati, OH**

Well known professor and co- author of The Win-Win Negotiator, Dr. Brian G. Long will be the speaker of a day long seminar in Cincinnati. Check the website under seminars for more details.
www.napm-c.org



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When Applying For My C.P.M., How Do I Document My Work Experience?

You will be required to provide documentation in the form of a letter on letterhead from your current and/or previous employers stating your applicable job titles, the months and years you held each title (from and to) and responsibilities of each job title. This should be written by either your supervisor or an HR representative. ISM will not give you credit for work experience listed on the application unless we receive adequate backup documentation.

For companies that are no longer in business, we will allow you to have this work experience documented by either a co-worker, subordinate, or even a supplier provided they can provide the requested details about your position(s). If your work experience was gained in the military, ISM will accept a copy of your DD-214 as documentation of work experience.

ISM has created sample work experience letters that are available on the ISM Web site. The sample letters do cover unique circumstances.

Indirect-MRO Group Event Notice

- Ninth Annual ISM Indirect-MRO Group Conference & Workshops –
October 2-3, 2006
Wyndham Hotel – Chicago, Illinois

For complete details, download full brochure or register at

<http://www.indirectmro.com>

SURVEY

IN ORDER FOR US TO UNDERSTAND THE IMPACT OF THIS NEWSLETTER, IF YOU GIVE THIS CODE AT THE RESERVATION DESK BEFORE THE MEETING YOU WILL RECEIVE \$5 OFF THE SEPTEMBER DINNER MEETING COST: 0912N