



February, 2006

Editor: Rita Dhingra

NAPM Meeting 03/14/06
Vernon Manor

Forum: 5:30 p.m.
Networking: 6:30 p.m.
Dinner: 6:40 p.m.
Dinner speaker: 7:15 p.m.
Cost: \$25.00

The Forum Program

"Inspiring employee buy-in...breaking the myth of why people resist change". Ray Attiyah will be discussing the people issues associated with change and how to get the necessary buy-in.

The Dinner Program

"Applied economic researches & measurement of supply chain linkages" by Dr. Tom Zinn, Director of Applied Economic Research Institute @ UC

He will discuss the following three topics:

- 1) Describe the Applied Economics Research Institute
- 2) Introduce the newly designed banner for the monthly survey
- 3) Discuss the measurement of supply chain linkages among regional industries

Speaker Backgrounds:

FORUM:

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 or Chief Remover of Obstacles 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 midsized 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 midsized, 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. Ray is an avid soccer player and currently lives with his wife, Kelly, and daughter, Sophia, in the Hyde Park suburb of Cincinnati, Ohio.

DINNER:

Dr. Zinn is the Director of the Applied Economics Research Institute in the Department of Economics at the University of Cincinnati. He received his education at Duke University and the University of Cincinnati for Masters and PhD work. For about 20 years, Tom served as the staff economist at the Northern Kentucky Chamber of Commerce and presently serves as an advisor on the Greater Cincinnati Regional Chamber's Economic Advisory Committee. His consulting activities range from preparing expert testimony for regional law firms, developing analyses of economic impacts, to forecasting regional business conditions. Dr. Zinn's research is frequently cited throughout local media outlets and articles have been published in refereed academic journals.

Tom's teaching responsibilities include graduate courses in Regional Data Analysis, Economic Impact Analysis, and applied calculus based microeconomic theory for UC students in the College of Business. Current committee responsibilities include serving on the Department of Economics Graduate Committee and on the Applied Economics Research Institute Executive Committee.

Looking For A Few Good Sponsors!!



NAPM- Cincinnati is looking for companies to sponsor our dinner meetings. If you have a salesperson who is interested, or know of a supplier who is looking for leads this may be the opportunity. For \$300 they can have a booth at an NAPM-C meeting. Call Amy Hicks 859-386-7830 for details.

NAPM-C Dinner Meeting

March 14, 2006

5:30 p.m. Forum: "Inspiring employee buy-in...breaking the myth of why people resist change". Ray Attiyah, Founder & President of Midwest Manufacturing Solutions.

7:15 p.m. After Dinner: "Applied economic researches & measurement of supply chain linkages" by Dr. Tom Zinn, Director of Applied Economic Research Institute @ UC

Please call 513-752-6440 before March 10th or E-Mail John Wenderfer @JWENDERF@STELIZABETH.COM to make reservations for the Forum & the Dinner Program

Elections in April

If you are interested in becoming a board member contact John Martini at (513) 533-6232



New Certification Is Coming:

The Institute for Supply Management™ (ISM) announced the Certified Professional in Supply Management (CPSM) as the title for the profession's new qualification. The CPSM will be relevant internationally and reflect the expanded education, skills and experience needed to be a successful supply management professional. The CPSM will debut in 2008.



Benefits of Membership

Did you know that ISM offers a number of groups and forums for specific industries and concerns? Some of them include:

- **Chemical**
- **Electronic Supply Management**
- **Federal Acquisition**
- **Logistics and Transportation**
- **Medical Industry**
- **Services Group**
- **Petroleum**
- **Pharmaceutical**
- **Rail**
- **Steel**
- Check out www.ism.ws under member's only to see the full list of groups and forums.