



February 2007

Editor: A. Hicks

NAPM Meeting 3/13/07 Vernon Manor Hotel

Networking & Registration: 5:30 p.m.
Dinner: 6:00 p.m.
Dinner speaker: 6:45 p.m.
Dinner Cost: \$ 25.00

The Dinner Program

Joint meeting with APICS

“Assessing the State-of-the-Art in SCM”

Thomas W. Speh
Professor, Miami University

This session will attempt to answer the question: “Just how well are we doing in effectively implementing the supply chain management concept in business practice?” It will examine the key drivers of supply chain success, and provide examples of companies that have successfully implemented important supply chain concepts. An important aspect of the session will be to explore the difference between company effectiveness in supply chain management, and the effectiveness of a total supply chain. The session will conclude by suggesting the critical action items to be implemented to fully integrate all the organizations in a supply chain.



Thomas W. Speh

Thomas W. Speh is the James Evans Rees Distinguished Professor of Distribution at The Richard T. Farmer School of Business, Miami University in Oxford, Ohio. Dr. Speh teaches courses in Logistics Management and Supply Chain Management. He is co-author of *Business Marketing Management: A Strategic View of Industrial and Organizational Markets*, 9th edition and *Marketing: Best Practices*, 3rd edition. He was the Director of the Warehouse Research Center at Miami University from 1986 –2000.

Dr. Speh has published numerous articles in a variety of academic and professional journals, including the *Harvard Business Review*, *MIT Sloan Management Review*, *Supply Chain Management Review*, *Journal of Marketing*, and the *Journal of Business Logistics*. He is a member of the European Union’s Advisory Board for the Bestlog benchmarking project.

Dr. Speh was the 2003 President of the Council of Logistics Management and a past president of the Warehousing Education and Research Council. He has conducted research and consulting projects in warehousing management, supply chain relationship management, warehousing cost analysis, logistics outsourcing, and marketing strategy planning.



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Please call John Wenderfer at 513-752-6440 by March 9, or E-Mail @ JWENDERF@STELIZABETH.COM to make your reservations for the dinner meeting

Please note: If you have a dietary restriction mention it when making your reservation. We prearrange with the Vernon Manor for one dinner for all, this helps to keep our costs contained and helps to keep the dinner flowing smoothly. We appreciate your help in this matter.

NAPM-C Membership

Remember that your NAPM-C membership allows you to receive discounts on ISM seminars, books, and courses.

Upcoming Events

March 2007

Supply Management Month

Dinner: Tuesday, March 13, 2007 5:30 PM
Joint Meeting with APICS

Speaker: Tom Speh, Miami University
Topic: Key Drivers Of Creating An Effective Supply Chain

Sponsored by **recall**

Pittsburgh Seminar:

Real World Negotiating

Instructed by Mr. Bob Benedict & Mr. Joe Rice of Benedict Negotiating
March 20, 2007
Sponsored by ISM-Pittsburgh

Dinner: Tuesday April 10, 5:30 PM

Sponsored by [The Workbook](#)

Roundtable Speakers:

Greg DeSimone, Coca-Cola Enterprises, Inc.
Mark Thiem, Schneider Electric
Andy Jamieson, OPW Fueling Components

Topic: Supplier Scorecarding

Sponsored by: **The Workbook**



Satellite Seminar: April 19, 2007



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Topic: The Business Case for Diversity in a Social Responsibility Context Contact Don Johnson

March is Supply Management Month!!

Supply Management Month offers a unique opportunity to celebrate the value of an increasingly influential profession. Every March, Institute for Supply Management™ (ISM) and its affiliated organizations endeavor to bring attention to the significant role supply professionals of all titles and organizational roles bring to all business sectors.

During March 2007, on air credits can be heard on National Public Radio (NPR) during select newscasts and programs including "Day to Day" and "Talk of the Nation." NPR listeners will hear an ISM credit that mentions Institute for Supply Management™. Programming times vary nationally for each NPR affiliate station.

Print ads are also part of our Supply Management Month celebration. Watch for a print ad in *Newsweek's* March 5 issue and *Forbes Magazine's* March 12 and March 26 issues. Each of these broadcast spots and print ads are designed to target a specific business audience.

Look for a special treat at the monthly meeting!

MARK YOUR CALENDARS:

ISM Conference

May 6-8 2007



Showcasing more than 150 suppliers, this year's Educational Exhibit Hall provides the latest and greatest for you. Stop by and sample state-of-the-art products and services to equip and support your supply chain.

The Educational Exhibit Hall is a valuable part of your Conference experience. This is your chance to connect with some of your suppliers and also to network with your colleagues. The ISM Exhibit Hall features a cross-section of industries. It's a good time to do some comparison shopping or gather information on special projects or even your routine spend. Use the casual atmosphere of the Exhibit Hall to probe, ask questions and see product demonstrations.

For more information or to register for ISM's 92nd Annual Conference & Exhibit go to

www.ism.ws



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Satellite Seminar:

The Business Case for Diversity in a Social Responsibility Context **Thursday, April 19, 2007**

While the concept of diversity is not new, it has become more complex and reaches into all layers of the organization. Over time, diversity management in business has transitioned from an emphasis on "achieving the numbers" into an essential business strategy. Commitment to opportunities for a diverse supplier base and commitment to a diverse workforce are key components to attracting the best suppliers and employees while ensuring business success. Discussion topics will include building goals and measurements across the organization, how supply managers play a key role in encouraging supplier commitment to diversity

programs, and what a model program might look like.

Contact Don Johnson for additional information or to make a reservation.
johnsondon@nku.edu

VOLUNTEER OPPORTUNITIES

It is time to think about what you can bring to the organization. NAPM-C is looking for volunteers for the board. If you think you would like to serve on the board, get in touch with a board member and attend the next board meeting. If you know you want to be a board member contact John Martini to get placed on the ballot, jmartini_337@fuse.net. Serving the organization requires an average of 5 hours a month but can be very rewarding.

C.P.M

NAPM-C is considering a spring C.P.M. review seminar. If you are interested please contact Don Johnson, johnsondon@nku.edu



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