



Cincinnati

September 2008

Editor: A. Hicks

NAPM Meeting 2/12/08
Vernon Manor Hotel

Networking & Registration: 5:30-6:00 PM
Dinner: 6:00 – 7:00 p.m.
Speaker: 7:00- 8:00 p.m.
Cost: \$ 25.00
Reservations: 513-385-4144

The Dinner Program
(Snowed out in February)

Sustained Savings Through Effective Spend Management

This presentation will focus on *Applied Strategic Sourcing* which will illustrate how utilizing strategic sourcing methodology can expose hidden cost and help drive savings to the bottom line. Part two of the presentation will be a *Focus on Technology* which will overview the types of technology in the marketplace that can help automate processes and drive savings and will explore the Pro's and Con's of each type.



Patrick Carroll



Chad Urban

Patrick Carroll, from Prairie Quest Consulting, has 15+ years of business analytical and supervisory experience, and has led successful teams in JIT, TQM and High Performance Work Team environments. He has led analysis in multiple categories for the City of Indianapolis and generated cost savings through strategic sourcing techniques of over 20%. He graduated with honors with his MBA from Regis University in Denver.

Chad Urban is a Business Development Manager with Business Purchasing Solution. Chad has 8 years of experience in developing supply chain management strategies and solutions on both direct and indirect expenses. From developing low cost country sourcing strategies, to implementing software solutions that streamline business processes, Chad has provided a variety of services to clients ranging from Fortune 500 companies to smaller, privately owned businesses.

Dinner Cost: \$ 25.00

Please call Ken Wilson at 513-385-4144 by January 4, or E-Mail @marketeria@aol.com to make your reservations for the meeting

Please note: If you have a dietary restriction mention it when making your reservation. The Vernon Manor tries to accommodate dietary needs but we cannot be assured that all alternates can be met.



**National
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Upcoming Events

MAY:

May 4-7, 2008

ISM's 93rd Annual International Supply Management Conference and Educational Exhibit in St. Louis.

Register by April 20th and save \$70 off your Conference registration fee. Go to the ISM Website for Reservations – www.ism.ws

SEPTEMBER:

September 9

Dinner Meeting;

Sustained Savings through Effective Spend Management
September 10-12

Fundamentals of Purchasing: The Building Blocks of World Class Professionalism. Seminar #4524

See www.ism.ws for additional information

OCTOBER

October 14 Dinner Meeting

October 16

**Indirect - MRO Group Special Event Notice
11th Annual ISM Indirect-MRO Group Conference & Workshops -**

September 29-30, 2008

Grand Hyatt-Denver, Colorado (see below)

NOVEMBER

November 12 (NOTE CHANGE TO MONDAY) Dinner Meeting with a Federal Reserve Economist

DECEMBER

No meeting in December

JANUARY

January 13 Economics Night

FEBRUARY

Dinner Meeting

MARCH

SUPPLY MANAGEMENT MONTH!

Upcoming Events

-continued-

APRIL

April 23 Satellite Seminar

Preparing to Negotiate On-Shore and Offshore

MAY

JUNE

June 4, Satellite Seminar

Talent and Career Management for Supply Professionals

June 8-10

ISM Seminar

Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value through Negotiations #4448

CPSM or C.P.M

NAPM-Cincinnati plans to offer both a C.P.M. review and a CPSM review this fall and winter. Watch the website and newsletters for additional information.

If you wish to be put on the wait list contact Don Johnson

859.572.6449



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Upcoming Satellite Seminars:

Date	Seminar Topic
Thursday, October 16, 2008	<u>Applying Lean Concepts in Supply Management</u>
Thursday, April 23, 2009	<u>Preparing to Negotiate On-Shore and Offshore</u>
Thursday, June 4, 2009	<u>Talent and Career Management for Supply Professionals</u>

Remember that each Satellite Seminar gives you CEUs that can be applied to your C.P.M. or CPSM

\$

ISM PRICE INCREASES

\$

ISM will be increasing the price on their seminars by \$50 on September 1. If you are interested in a seminar sign up before September 1 to receive the current cost.

ISM is also increasing their dues; however NAPM-Cincinnati IS NOT increasing your dues. Therefore for the year June 2008-June 2009 there will be no cost increase to members who belong to NAPM-Cincinnati. Your board continues to strive to minimize the costs to you and your companies. It is only with your help and participation that we can continue to do so. Please contact a Board member about how you can become more active in the association.



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Parking

Remember the Vernon Manor offers free valet parking. This is an added benefit while they are constructing new parking areas.



COMMUNICATION

It is important for us to be able to communicate with you. We try to capture your current information but if you change residence or employer please remember to update us. We will be trying some new ways of communication so do not be surprised if we ask how to text to you or your cell phone number.

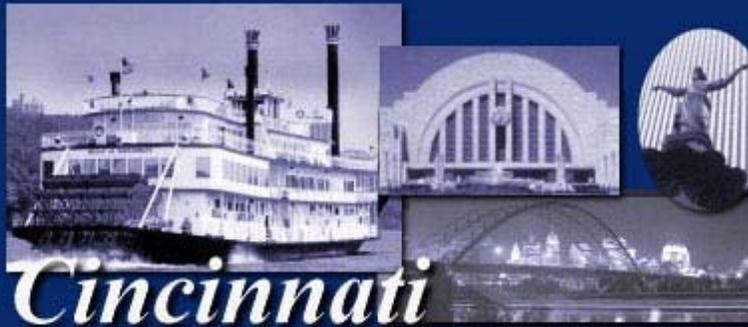
SPECIAL GROUPS AND FORUMS

Please note that ISM has special groups and forums. These groups offer additional support and often conferences or workshops. Note the following example:

**Indirect-MRO Group Special Event Notice
11th Annual ISM Indirect-MRO Group
Conference & Workshops -
September 29-30, 2008
Grand Hyatt-Denver, Colorado**

The brochure and registration information are now available at:

<http://www.indirectmro.com>



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The Supply Management Professional's Survival Checklist

Seven ideas on how to better position your career during tough times./p>

It's a tough environment for business, and it's getting tougher. With a volatile economy, the price of energy and commodities are rising. Hiring freezes and workforce reductions are also becoming more common.

There are, however, a number of strategies you can implement to help keep your job and improve your career path during these tough times:

1. **Set Professional Development Goals and Work to Exceed Them** — Document your plans and bring your supervisor in as a consultant. This will send a clear message to your employer that you are serious about your responsibilities and the organization's success.
2. **Improve Your Networking** — Work to gain the trust and respect of influential and powerful professionals; they will help maximize your ability to network. Plus, never underestimate the power of professionals outside the supply management arena. Contacts in marketing, production and finance can be strategic allies.

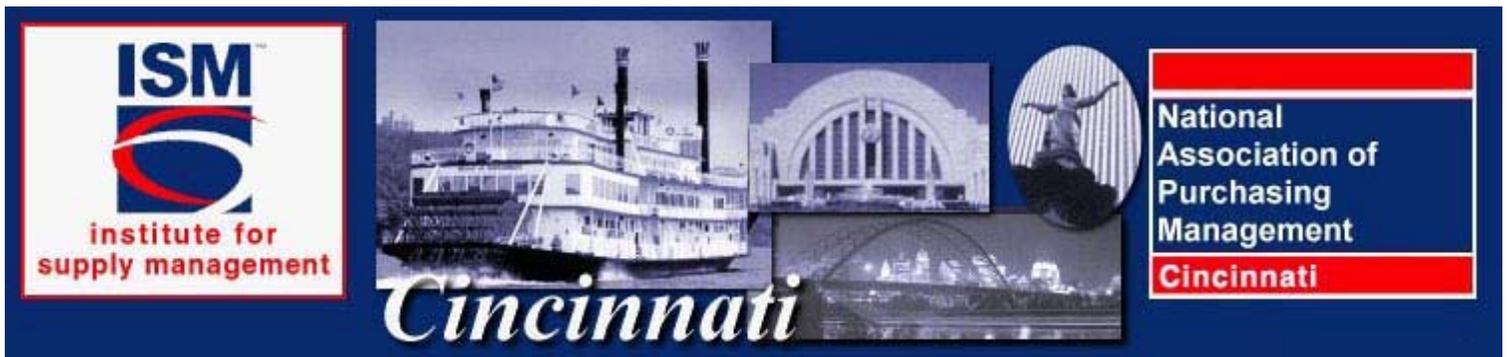
Networking and developing a reputation for participation can have extremely positive benefits for your career. Getting involved with local community organizations, your affiliate and with ISM are great ways to build connections. Doing so expands opportunities to attend events and conferences and network with industry peers in one of ISM's Groups or Forums — an excellent way to meet supply management professionals from across the globe.

In addition, online social networking sites are great ways to make valuable contacts. Incidentally, ISM has formed supply management networking groups in a number of these sites. Look for us on:

- o [CollectiveX](#)
- o [Facebook](#)
- o [Biznik](#)
- o [Ziggs](#)
- o [digg](#)
- o [LinkedIn](#)

3. **Pay Attention to Your Environment** — Are there signs of downsizing? Are you at risk? Since the mid-1980's, the average job tenure has decreased from 12.5 years to less than seven.

Regardless of your present position, be aware of career opportunities that will advance your career and job security. If you're looking for a new opportunity, try ISM's [Online Career Center](#) in addition to other professional job search sites. ISM members can search career opportunities and post their resumes to be seen by top employers. You can also take advantage of our face-to-face Conference Career Center held each May at ISM's Annual Conference. And keep an eye on ISM's *Report on Business*® which is published the first and third business day each month. This highly respected economic barometer can give you insight into your industry and the marketplace in general.



4. **Be Visible** — Volunteer with a community organization or your affiliate to showcase your talent. Visibility is a key ingredient to networking and becoming known in the supply management profession. When you serve on task forces and committees, you have opportunities to develop networking contacts and allies. Remember, everything you do in the public arena has the ability to make a positive impression to your present or a possible future employer.
5. **Build Your Competitive Advantage** — Earning a university degree, acquiring additional business skills or becoming certified is critical to staying current and in demand — especially in tough times. By doing this, you will become more effective in your present position and more valuable to potential employers. ISM offers the [Certified Professional in Supply Management \(CPSM®\)](#) professional designation. With a critical analysis of today's profession, trends and outlook, the CPSM® has become the new standard for the Supply Management profession.
6. **Maintain Current Skills** — If you find gaps between your organization's needs and your skills, it is a good time to invest in your professional development. If you sense downsizing is a probability, pay for your own training; it might not be the best time to make a request for spending.

There are numerous opportunities for professional training and education for supply managers. If you are a member of ISM, you can even take advantage of a number of free [Knowledge Center](#) courses and Web seminars.

ISM offers several formats for our educational programs. These courses are flexible, convenient and are designed to teach the newest and most critical supply practices. They include live, public seminars which focus on critical supply management tasks; Knowledge Center courses which are both self-paced or instructor led; and ISM's Professional Development Services, which brings training to your location — saving time and travel costs.

7. **Think Globally** — Increase your opportunities and chances for advancement by becoming more attractive to international employers. You might start with simple things such as brushing up on a foreign language or learning a new one. Make sure you take advantage of any opportunity to travel abroad and/or work with global clients.