



**National
Association of
Purchasing
Management
Cincinnati**

Cincinnati

April 2008

Editor: A. Hicks

**NAPM Meeting 4/8/08
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

Top 10 Supply Chain Best Practices

Best Practices are reliable means that result in excellence and success, through proven methodology. Learn what others in the supply chain industry have done to become top performers. Armed with this knowledge, you can then adopt Supply Chain Best Practices and save time, improve quality, lower costs and increase revenue.

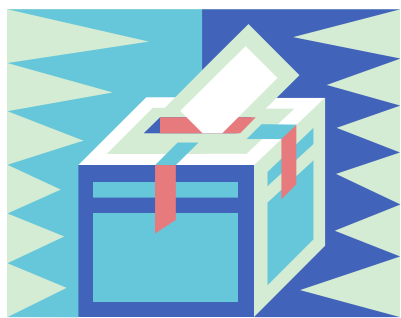
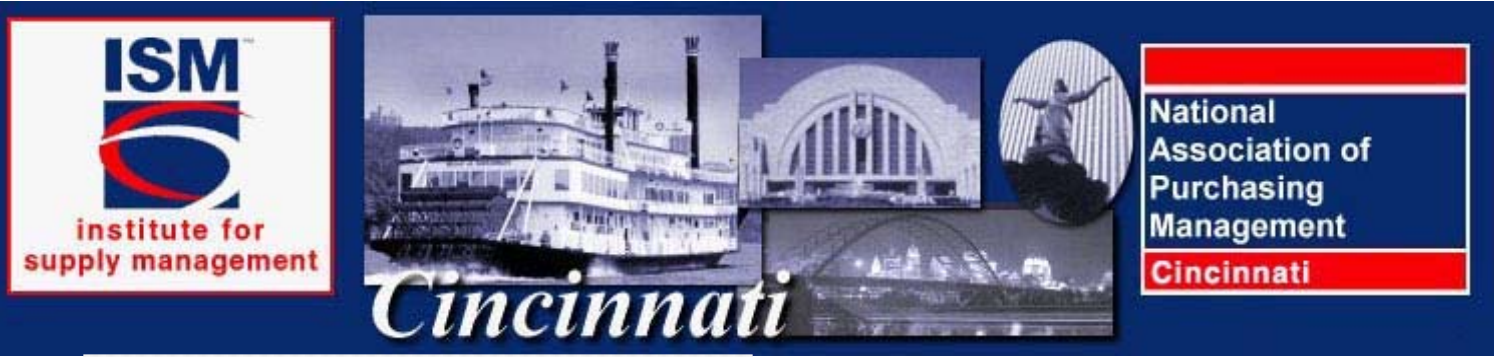
All businesses, from manufacturers and distributors to service-oriented firms, strive to be the best at what they do. Each one of us wants to know how to do the best in our marketplace. But how do we measure success? What does it look like? That's where "Best Practices" comes in. This session will look at ten supply chain best practice trends and how they relate to optimizing warehouse operations. Attendees will learn how to find areas of their warehouse that may be running inefficiently, and determine how to repair them by following one or more of the best practices included.

Chris Werling is President and a founding partner of Cornerstone Solutions, Inc., a supply chain management consulting firm. He has 15 years of experience in the distribution field and is a published author and frequent speaker on Supply Chain topics. He has been published in Inbound Logistics, Parcel Shipping & Distribution, RFID Solutions, and the MHIA, WERC and Supply Chain Market websites. Chris has spoken at DC Expo, various software user group conferences, APICS, COMMON, the Distribution Business Management Conference, and the upcoming Parcel Shipping & Distribution Conference.

Dinner Cost: \$ 25.00

Please call Ken Wilson at 513-385-4144 by April 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. We cannot be assured that all alternates can be met.



Elections are coming

Watch your e-mail for the ballot instructions and bios of the candidates.

Director at Large:

- Ellen Feyka
- Wren Hanson
- Stephanie Kleinschmidt
- Don Johnson

Upcoming Events

APRIL:
 April 3, 2008
 CVM Supply World
 1:30 – 6:30 PM
<http://www.cvmsolutions.com/SupplyWorld2008/SWCincinnatiOH.htm>

April 8, 2008 Dinner Meeting
 Topic: Top 10 Supply Chain Best Practices
 Speaker: Chris Werling

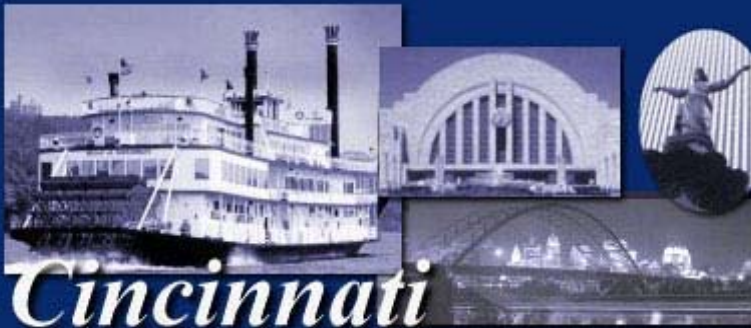
MAY:
 May 13, 2008: Dinner Meeting
 Topic: Capturing Innovations from Suppliers
 Speaker: Steve Rogers

May 16, 2008
 7:30AM – 11:30 AM
 Small Business Expo
 Contact the Northern Kentucky Chamber for more details.

JUNE:
 June 9-10: ISM Seminar in Cincinnati
 Driving Down Cost Through Cost Analysis

Change of Date Possible for June Meeting
 June 9, 2008: Dinner Meeting
 Past President and Volunteer Month
 Topic: Competitive Market Analysis for Supply Chain Managers
 Speaker: Bill Agee

June 16-18 ISM Seminar in Cincinnati
 Power Negotiations: Unlock your Powers of influence and Persuasion.



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A Bit of History

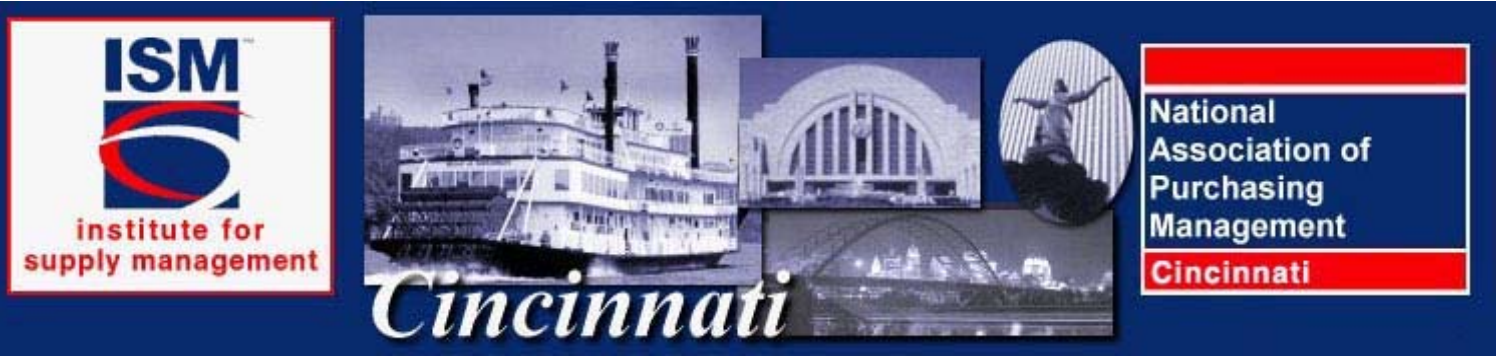
Do you know the history of our root profession? If you are not familiar, here is an encapsulated historical timeline (as provided by ISM):

- > **Prior to 1900** — Purchasing was recognized as an independent function by many railroad organizations.
- > **Prior to World War I (1914-1918)** — Purchasing was regarded as primarily clerical.
- > **During World War I (1914-1918) and World War II (1939-1945)** — Function increased due to the importance of obtaining raw materials, supplies, and services needed to keep the factories and mines operating.
- > **During 1950s and 1960s** — Purchasing continued to gain stature as the techniques for performing the function became more refined and as the number of trained professionals increased. The emphasis became more managerial.
- > **During 1970s and 1980s** — More emphasis was placed on purchasing strategy as the ability to obtain needed items from suppliers at realistic prices increased.
- > **During 1990s** — Purchasing became more integrated into the overall corporate strategy.
- > **Current** — The field is experiencing increasing integration with supply networks and information technology. The field has changed from "purchasing" to "supply management" to reflect the transition from a transaction-based, tactical function to a process-oriented, strategic one.



Upcoming Satellite Seminars:

Date	Seminar Topic
Thursday, April 17, 2008	<u>Supply Management's Role in Sustainability</u>



Parking

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



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.

CPSM or C.P.M

Please talk to Don Johnson if you are interested in either the CPSM, or the C.P.M. johnsondon@nku.edu
859.572.6449
