

September 2009

Editor: P. Gibbons

## Professional Development Meeting 9/08/2009

## SPEAKER

Health Foundation of Greater Cincinnati

Networking & Registration: 5:30-6:00 PM

Dinner: 6:00 – 7:00 p.m.

Speaker: 7:00- 8:00 p.m.

**Yi-Su Chen** a Ph.D. candidate in Operations and Management Science Department at the Carlson School of Management at University of Minnesota.

In this one hour event, we will:

- Share preliminary research findings from analyzing the development and dissolution of the strategic buyer-supplier relationship between Ford Motor Company and Bridgestone/Firestone Inc.
- Explore possible reasons that trigger a buyer firm to terminate its business relationship with a strategic supplier of a critical item.
- Conclude by debriefing participants as to three key principles that can prevent the premature termination of a strategic buyer-supplier relationship.

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**Strategic Buyer-Supplier Relationship Dissolution: What Can We Learn from the Ford-Firestone Breakup?**

**Supply Chain Disruptions**



She holds an MBA with a major in Logistics and Operations and a minor in Finance, as well as a BS in Business Administration with concentration in Industrial and Operations Management, both from National Taiwan University.

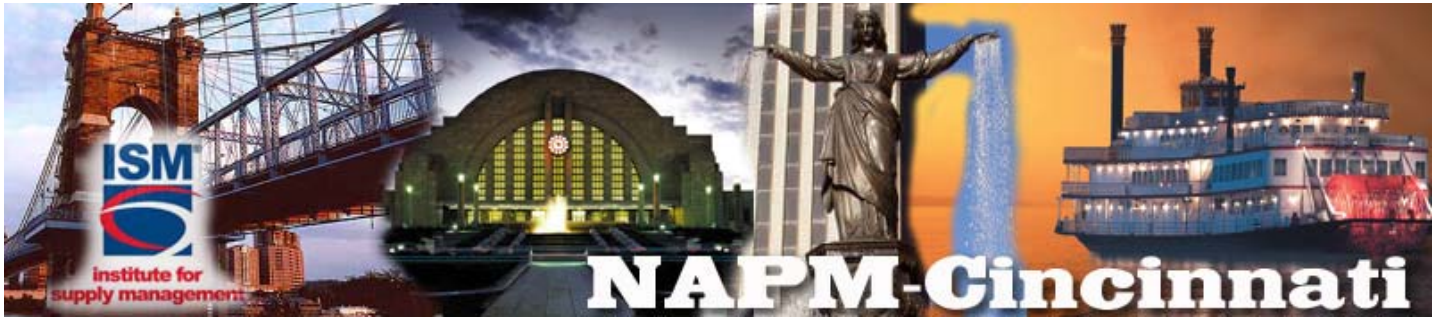
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**Dinner Cost: \$ 25.00**

**Non-Member Cost: \$ 35.00**

**RESERVATIONS: September 2, 2009**

Reservations will be taken via an online system called CVent or you can register at the door. If you have any questions or experience any problems with your reservation, please call Ken Wilson at 513-385-4144 or e-mail [marketeria@aol.com](mailto:marketeria@aol.com).



## Event Sponsors

The local NAPM chapter is fortunate to have active members with leading companies in the area. The member group would like to know more about you and your organization. If you or your company is interested in sponsoring an event, please give us a call at 513-672-8752.

## Sponsor Benefits

- Name and Logo published in newsletter and website
- Logo on the past sponsors page of the website
- Sponsor exhibit table at Professional Development Meetings with material that educates about your company.
- Introduction to the group before the Guest Speaker presents.
- Dinner for two



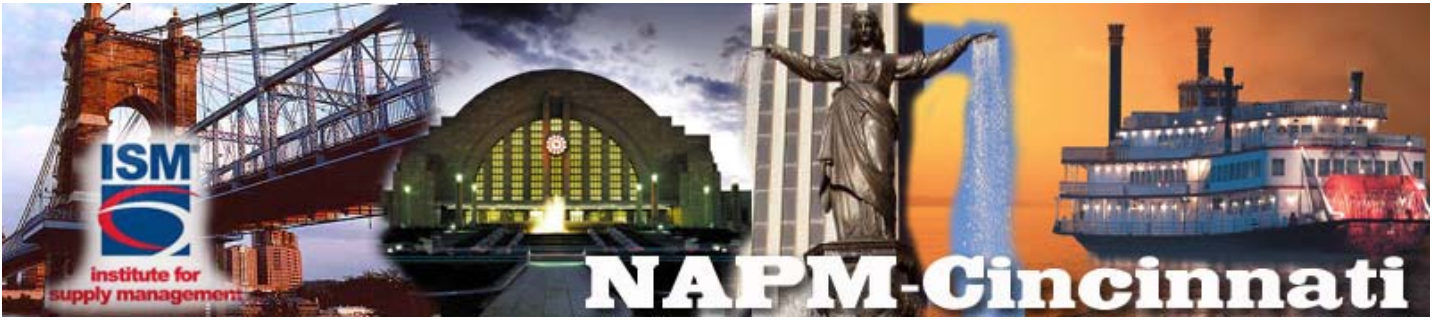
Ferguson Integrated Services, one of the largest Industrial / MRO product Solution Providers is the sponsor for our September 9<sup>th</sup> professional development meeting. Don't miss this opportunity to meet Ferguson.

[Click here to learn more about Ferguson Integrated Services...](#)

## **NEW!!! CPSM® Bridge Exam Review Course**

**End Your Procrastination with ISM's CPSM Bridge Exam Review**

[Click here to learn more...](#)



**Looking for Work?  
Check out NAPM-C's employment section.**



Did you know that NAPM-C not only lists jobs, but we have a volunteer who will send you email notices when we learn of open purchasing jobs?

Click on the link below to learn more.

<http://www.napm-c.org/news3.php>



### Commodity Pricing Trends

The **Producer Price Index (PPI)** program measures the average change over time in the selling prices received by domestic producers for their output. The prices included in the PPI are from the first commercial transaction for many products and some services. Represented below is historical data for some commodities that influence the pricing we receive today.

Click on the link below to learn more. <http://www.bls.gov/pPI/#data>.

### Congratulations...!!



... to **Tim Dunn, CPSM, C.P.M**, a director and active member of **NAPM-Cincinnati** for successfully passing the difficult exam and now holds the designation of **CPSM®**



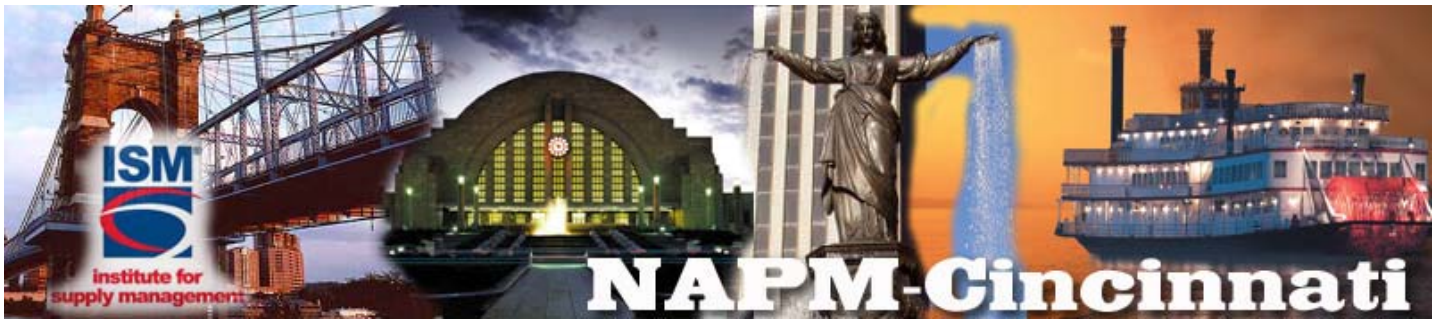
... to **Don Johnson, CPSM, C.P.M, CPIM** a director and active member of **NAPM-Cincinnati** for successfully completing the requirements to become a **CPSM®** certified Trainer.

### More jobless turn to volunteering

**Amy Hicks** didn't want her skills as a purchasing and contract manager to rust after her February layoff from a financial services company. So she found a place to exercise her craft for free.

Click on the link below to learn more.

<http://news.cincinnati.com/article/20090729/NEWS01/907300330/More+jobless+turn+to+volunteering>



## **Welcome New Members**

Michael Hendricks – Federated Dept. Stores

Michael Smith – Cognis

Michael Shadle – American Financial

Kathryn O’Hare – Sun Chemical

Jeff Riech – Cincinnati Metropolitan Authority

## **Announcement regarding dues...**

Effective with September 2009 billing statements, total NAPM-Cincinnati membership dues will increase by \$10 per year. This is to implement the announced January 2008 \$10 increase in ISM dues.

[Click on the link below to learn more.](#)

## **Upcoming Events**

### **OCTOBER**

**October 13, 2009:**

#### **Professional Development Meeting**

The Art of Negotiation: Presenter: Michael Roth, Sandler Training by Roth & Associates, Inc.

### **November**

**November 10, 2009:**

#### **Professional Development Meeting**

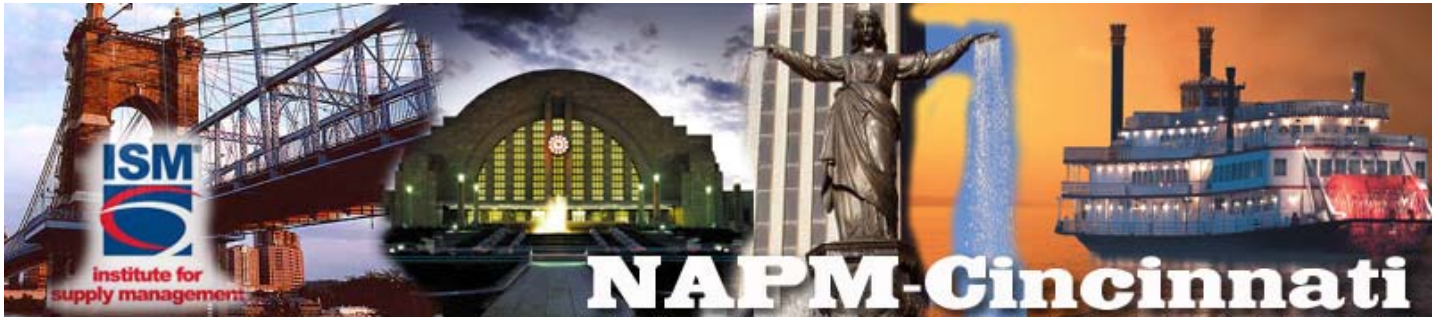
The Technology of Languages – working in a multicultural environment: Presenter: Amelia Rodriguez, CEO of Vocalink

### **January**

**January 12, 2009:**

#### **Professional Development Meeting**

Economic Forecast – The state of the Economy  
Presenter: Dick Stevie 0 Duke Energy George Vredeveld, UC.



## ***NEW!!! CPSM® Bridge Exam Review Course***

This course is designed as a review for current C.P.M. holders as part of their preparation for taking the CPSM® Bridge Exam. It is intended to enable candidates to assess the knowledge they have acquired through education and experience against the content areas covered by the CPSM® Bridge Exam. It is not intended for those planning to take the full CPSM® Exam. Earn 14 CEHs.

The class will begin with a brief overview of exam content areas, question format and types, exam characteristics, and test-taking tips. The majority of the class is activity-based, focusing on exam content where candidates may expect the most questions. Through case studies, questions and group discussions, CPSM candidates will have the opportunity to cement their learning and to identify areas for further study using identified ISM™ and other resources.

### **Complete Your CPSM® Bridge Exam**

Take your CPSM® Bridge Exam at the end of this review course while the concepts are still fresh in your mind. Optional paper-and-pencil testing for the CPSM® Bridge Exam is available at the end of this course on Wednesday, September 16, 2009. Exam fees are USD \$180 member/USD \$265 nonmember.

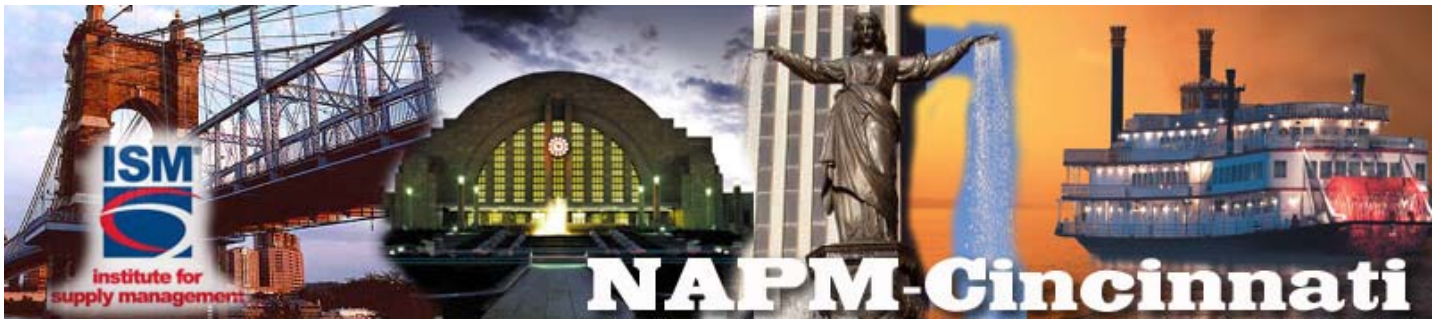
Include the CPSM® Bridge Exam with your review course by calling ISM Customer Service at 800/888-6276 or +1 480/752-6276, press option 8. Register for the onsite CPSM® Bridge Exam no later than September 8, 2009. Exam check-in time is 8:00 a.m. to 8:30 a.m. No one admitted past 8:30 a.m. (Test results are mailed directly to each candidate.)

**Register now for the  
[CPSM® Bridge Exam Review Course #4242](#)  
September 14-15, 2009 in Baltimore, MD**

Registration fee **\$1,295\*** members, \$1,595\* nonmembers

For more information visit [www.ism.ws](http://www.ism.ws) or call ISM Customer Service at 800/888-6276 option 8.

\* Save USD \$200 when you register 30 days or more prior to the program start date (not applicable to One-Day programs). Payment must be received at the time of registration in order to qualify for the early bird discount.



## **ANNOUNCEMENT OF DUES INCREASE**

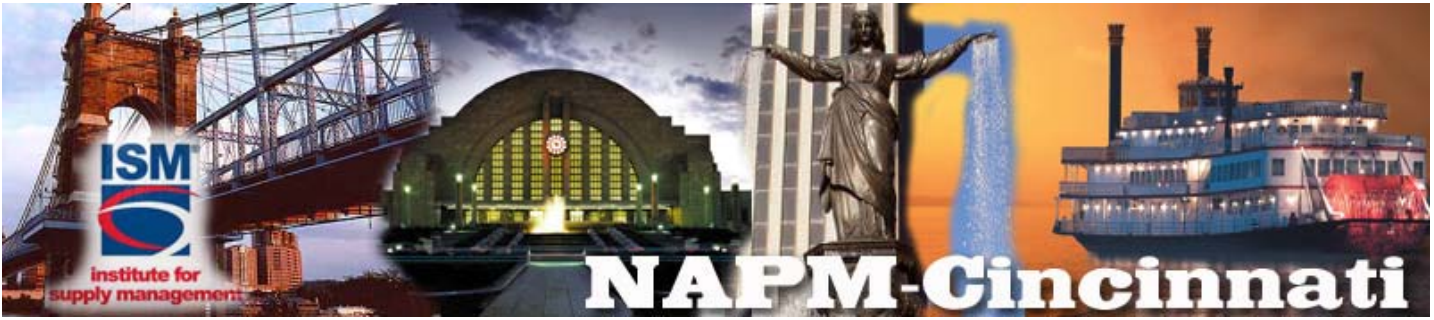
**Fellow members,**

**In January 2008, the ISM Board of Directors approved an increase of \$10.00 per year in ISM annual dues. The NAPM-Cincinnati Board of Directors made the decision at that time to absorb the increase, and not pass it along to NAPM-Cincinnati members. In order to maintain our level of member services, and with the loss of the Workbook sponsorship, we can no longer afford to absorb this national dues increase. Therefore, effective with September 2009 billing statements, membership dues will increase by \$10.00 per year.**

**Your Board of Directors continues to strive to minimize the costs to you and your organizations, while providing the professional services and support that you have requested. Thank you for your continued support of NAPM-Cincinnati and ISM.**

**We will maintain the \$25.00 member fee for the Monthly Professional Development Meetings, but the charge for non-members will now be \$35.00.**

**Hugh Campbell  
President, NAPM-Cincinnati**



 **FERGUSON**<sup>®</sup>  
*Integrated Services*  
a **WOLSELEY** company

Ferguson Integrated Services provides products and services designed to maximize efficiencies and lead to the most efficient and cost effective operation of your facility. Our core focus is managing your supply chain through custom designed programs that lowers cost and allows you to focus on your core competencies.

Ferguson is one of the largest suppliers of MRO and In Direct supplies and is a master at leveraging the hundreds of millions of dollars in purchases we represent to bring the highest quality products and services at a most competitive price.

We will manage your store rooms and supplies from janitorial products, facilities maintenance, paper and disposables, electrical, cutting tools and abrasives, job kitting and safety products to name a few.

We partner with the leading suppliers in the marketplace and have a proven track record of achieving significant cost savings year over year. This is our commitment to you.

Please visit our webpage at [www.integratedsupply.com](http://www.integratedsupply.com) then give one of the following Ferguson Integrated Customer Care Representatives a call to discuss how you can begin gaining more control over your indirect spend and reduce cost.



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