



Cincinnati

February 2009

Editor: A. Hicks

NAPM Meeting 2/10/09

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

Call before November 6.

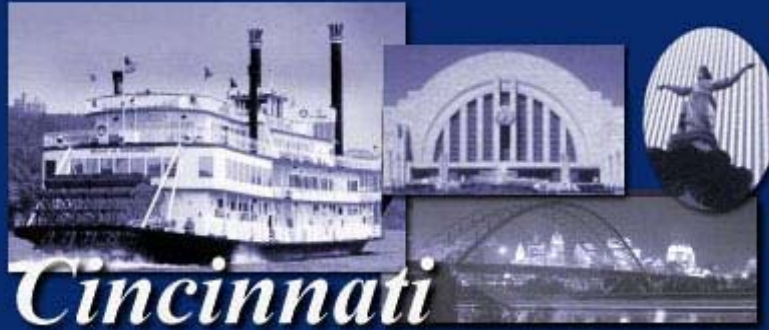
“Strategic Sourcing-A Must in Today’s Environment”

Aberdeen study results which say mid size and small companies are behind in strategic sourcing and as such leaving \$134 billion dollars on the table. What does this mean for you?

1. What is strategic sourcing really?
2. How do I begin or reenergize the process?
3. Description of the strategic sourcing process
 - a. Be an expert in understanding your industries, suppliers and the economy!
4. Strategies vs. tactics-what are the differences?
5. Implementation – what do I need to do?



Kym Lew Nelson is CEO and President of The KLEW Company, a consulting and training firm specializing in Procurement. Over the years KLEW has designed many global and regional purchasing organizations, implemented global strategic sourcing programs to deliver significant savings as well as conducted global and regional strategic sourcing training for both large and small companies and institutions of education around the globe. KLEW is a woman-owned and certified minority corporation. Prior to her startup, Kym spent over 18 years with Procter and Gamble; 10 years in purchasing and 8 years in Brand management/marketing. She has a MBA from Harvard Graduate School of Business and a BA in Economics from Stanford University.



Upcoming Events

FEBRUARY

Dinner Meeting

February 10 : Dinner Meeting

Topic: Strategic Sourcing – A Must in Today’s Environment

Speaker: Kym Nelson, Klew Company

MARCH

SUPPLY MANAGEMENT MONTH!

March 10: Dinner Meeting

Topic: Supplier Diversity & Minority Programs

Presenter: Icy L. Williams, Proctor & Gamble

Sponsored by:



APRIL

April 14: Dinner Meeting

Topic: Strategies for Likeability and Competence

Speaker: Sue Vargo, Indiana University

April 23: Satellite Seminar

Preparing to Negotiate On-Shore and Offshore

Upcoming Events – cont.

MAY

May 12: (NOTE CHANGE IN TIME)

Lunch Meeting

Tour of Goodwill Industries hosted by Charlie Wright

May 28: Small Business Expo

Northern Kentucky Chamber of Commerce

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

June 9: Dinner Meeting

Speaker and Topic: TBD





Cincinnati

EDUCATION POINTS!

If you are looking for points to achieve your C.P.M. or CPSM remember to check out the on-line courses at ISM. On-line courses offer points just as our meetings and satellite seminars do.

NORTHERN KENTUCKY CHAMBER
THE SMALL BUSINESS EXPO

Thurs., May 28

7:30 a.m. - 12:30 p.m.

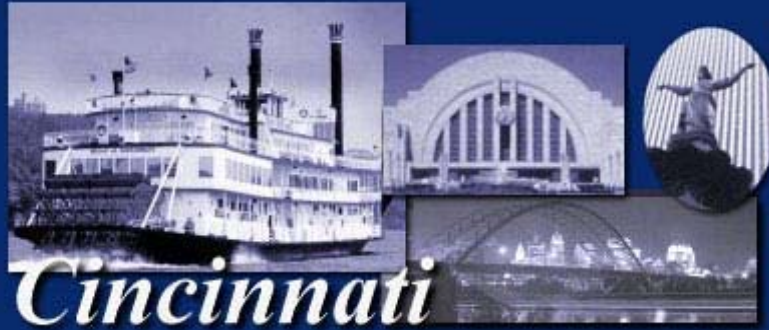
Space is limited -only 85 spots left for the 2009 Small Business Expo! Showcase your business to more than 400 potential contractors, clients and customers. Exclusive one on one recruitment, networking and opportunities to grow your market share while gaining valuable contact information in the small business market.

[Register today!](#)

Contact Sarah Klamo sklamo@nkychamber.com

NEW TO THE 2009 EXPO:

- Special Chance to Meet event
- Continental breakfast and light lunch
- Expanded networking time
- Electronic door prize drawings - no more loud speakers!
- More giveaways, more event marketing opportunities and more value for your business to participate in this event.



Partner with ReSource on Product Philanthropy

submitted by Molly Lohr

Your business can make a positive community impact during these difficult economic times through product philanthropy. ReSource, the nonprofit for nonprofits can take your company's excess and make it accessible to local charities working to help our community.

Moving excess inventory from for-profits like Ghent Manufacturing, xpedx, The Procter & Gamble Co. and making it accessible to local nonprofits is ReSource's mission. ReSource, formerly Community Resource Center, was founded in 1986 by Robert Castellini and the board of The Greater Cincinnati Foundation.

ReSource has served more than 1,400 area nonprofits, saving them over \$36 million in operating expenses. Last year, ReSource assisted 451 organizations including Brighton Center, Talbert House and Clermont Senior Services.

Serving as the "green" link ReSource accepts anything that a nonprofit needs to run its own operations or to help its constituents. This includes

- Office and conference room furniture
- Workstations, file cabinets and office equipment

- Desk supplies, paper, file folders, pens and pencils
- Cleaning supplies and personal care items
- Educational supplies and toys for children
- Books, gifts, promotional incentive items and more

"You can see the multiplier effect. You really understand the immediate benefit, the gift to the community, the gift to the environment."

– Kathryn Merchant, The Greater Cincinnati Foundation

ReSource business partners are immensely generous, donating discontinued inventory, overstocked merchandise, and any unneeded items when downsizing, merging, moving, remodeling or closing. These donations enable ReSource to reduce the expenses of member non-profits.

When donating, businesses can expect the following benefits:

- Items are picked up FREE by an experienced, insured ReSource staff member
- Save on handling, disposal and storage fees
- Impact hundreds of local nonprofits through each contribution to ReSource
- Enhance your community image and receive public recognition for donations
- Show your "green" environmental awareness
- Choose to donate as an alternative to disposal
- Earn a tax deduction

Making a donation is easy. ReSource will pick up the donations at your convenience and redistribute them to qualified member nonprofits in need. For more information on how to join ReSource as a business partner call at 513.554.4944.



**National
Association of
Purchasing
Management
Cincinnati**

Cincinnati



ELECTIONS ARE COMING!

Volunteer Now!

Now is your chance to run for office. Make your parents proud, put another accomplishment on your Facebook page, or just find another way to embarrass your kids. NAPM-C is looking for those who have an interest in volunteering for the board. Positions that may be available include Public Relations, and Membership. The board commitment is about 6 hours per month which includes the time spent at board meetings and the monthly dinner meeting.

Contact Hugh Campbell for further details

hcampbell@gmpopcorn.com



The warehouse at ReSource



Additional furniture at ReSource