

July 2010

Editor: M. Lecture

**GREETINGS ALL!**



Hello from your NAPM-Cincinnati Board of Directors. Hopefully you have been enjoying the summer so far, heat and all. At least the Reds are making us proud and keeping us on the edge of our seats; unfortunately for too many games.

Congratulations to all the board members both new and returning for emerging victorious in the latest elections. Even though some had to campaign more than others all the races were exciting and we again have a great team to provide an exciting program for the upcoming year.

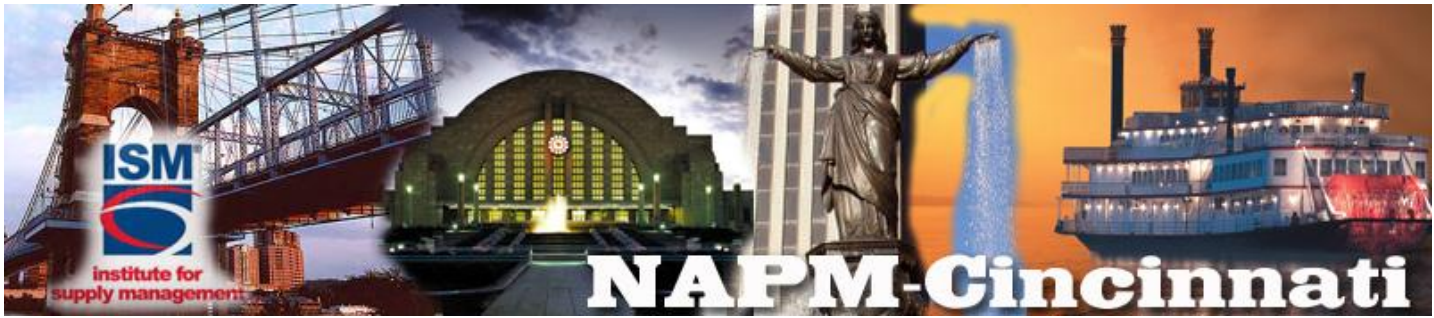
Check out our web site for names and titles of our directors as well as much of the information contained in this newsletter.

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***Congratulations*** to Michael Shadle from American Financial. Michael won the ISM Seminar Scholarship valued at \$1200. This was a 3 day seminar on the legal aspects of purchasing. Michael earned a total 21 CE hours.



**We will raffle off another scholarship** to the **Fundamentals of Purchasing** seminar on 9/20 -9/22. Look for an e-mail with containing registration details. This is another example of your NAPM chapter working to further your education portfolio.



## Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism

September 20 - 22, 2010

Cincinnati, OH

21 CE Hours

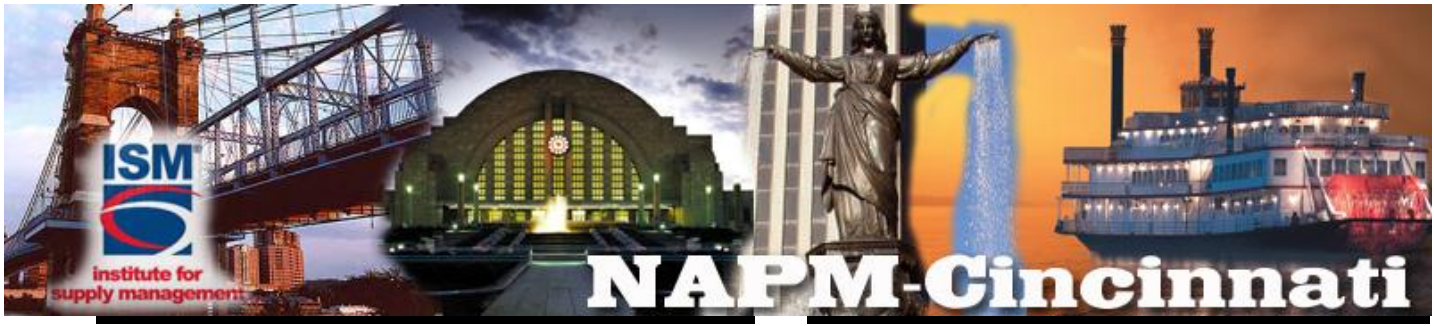
This program begins with the key concepts underlying a world-class purchasing and supply organization and moves through leading-edge issues, including e-commerce. Through a variety of interactive methods, participants will discover innovative techniques and effective tools to become a valuable asset to their organizations. Leave this seminar with confidence in your newly acquired skills to effectively perform your job.

### Who Should Attend

For new purchasing and supply management professionals; experienced professionals wishing to refresh and update their skills; and personnel who interface with purchasers or suppliers.

### You Will Learn...

- Developments in Purchasing and Supply Management — Key terms and definitions; Purchasing's contribution to corporate strategy and value creation; The essential role of purchasing and supply; How to identify objectives for effectiveness
- Perspectives on Evaluating and Redesigning the Supply Management Process — Streamlining tasks to focus on value-add activities; Using technology tools to enhance purchasing's contribution; Tools for increasing acquisition process efficiency and value; Managing small-dollar buys
- Strategic Sourcing and Sourcing Analysis Methods — Sourcing strategies for different categories of purchases; Sourcing analysis methods
- Supplier Management Skills — When, where and how to use RFIs, RFQs, RFPs and competitive bidding; Approaches to supplier identification, evaluation, selection and performance measurement; Managing supplier relations; Implications for quality and cost management
- Key Elements of Negotiation — The what, when and why of negotiations; Negotiation philosophies and styles; Preparing for and conducting negotiations; Strategy development and tactics
- Essential Cost Management Techniques — Steps in price and cost analysis; Identifying and estimating cost elements; Basic cost analysis applications; Market and pricing issues; Process mapping to locate cost drivers
- Ethical and Legal Aspects of Supply Management — Ethics and ethical behavior defined; Contract law and the Uniform Commercial Code (UCC); Patents and trademarks; Law of agency; Basic types of contracts; Elements of contract formation



## Upcoming Events

### Dinner Meetings



Arron has been busy setting up our monthly dinner programs. Some of the programs in the near future:

Sept 14 – MRO Spend Management

Oct 12 – Selecting Technology Solutions

Nov 9 – Supplier Risk Management

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**H**ow are you doing on earning enough CE points to reach recertification? Satellite seminars are a wonderful way to help you get there. This is probably one of the most cost efficient ways to earn points and lunch is included.



### Satellite Seminars

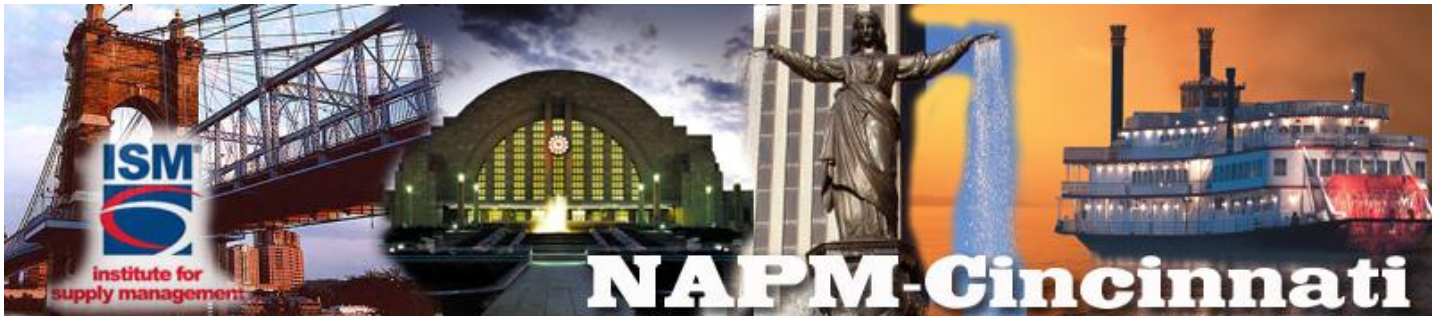
September 30, 2010

Enhancing and Managing Internal Relationships

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In the course of helping their organizations achieve strategic objectives, supply professionals often have the opportunity to interact with various departments and establish internal relationships. Careful nurturing of these relationships will result in greater respect for the supply profession and reward supply professionals with a sense of job satisfaction. This satellite seminar focuses on the skills and tools supply management can use to develop internal relationships, add value in the organization and achieve excellence.





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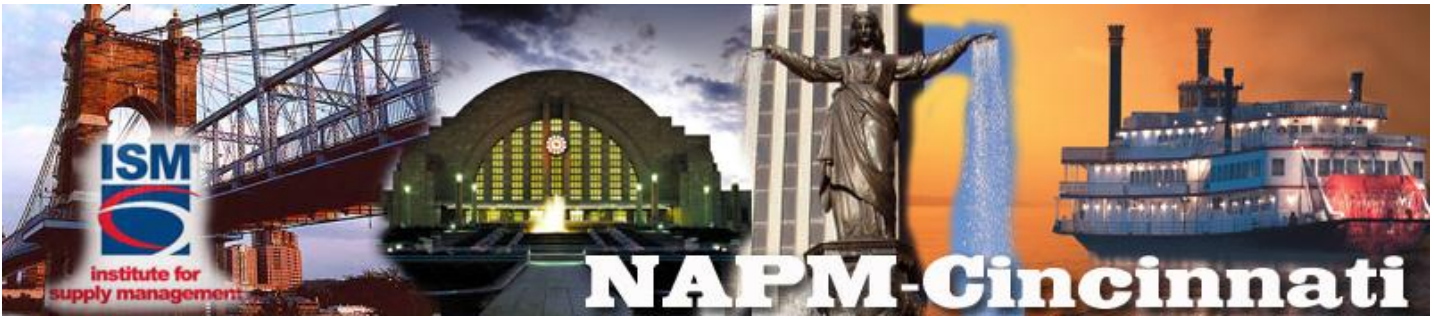
## **NAPM-Cincinnati: Certification and Professional Development**



### **CPSM Review Seminar**

The CPSM Review Seminar will be offered on four consecutive Saturdays beginning October 30<sup>th</sup> and concluding November 20<sup>th</sup> on the campus of Northern Kentucky University. This is a rigorous review of the material covered on the three exams required for Certified Professional in Supply Management. Each four hour session will incorporate a variety of strategies for learning the material including sample question review, case studies and group interaction. The sessions will be led by an ISM certified trainer.

More details to follow.



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# 2010



SEPTEMBER 14, 2010, CINCINNATI

## NAPM-Cincinnati Professional Development Dinner Meeting

### Channel Partners: Emerging MRO Supply Chain Structures

Join fellow NAPM-C / ISM members in Cincinnati this September for an information-packed, fun-filled event.

#### MRO Spend Management

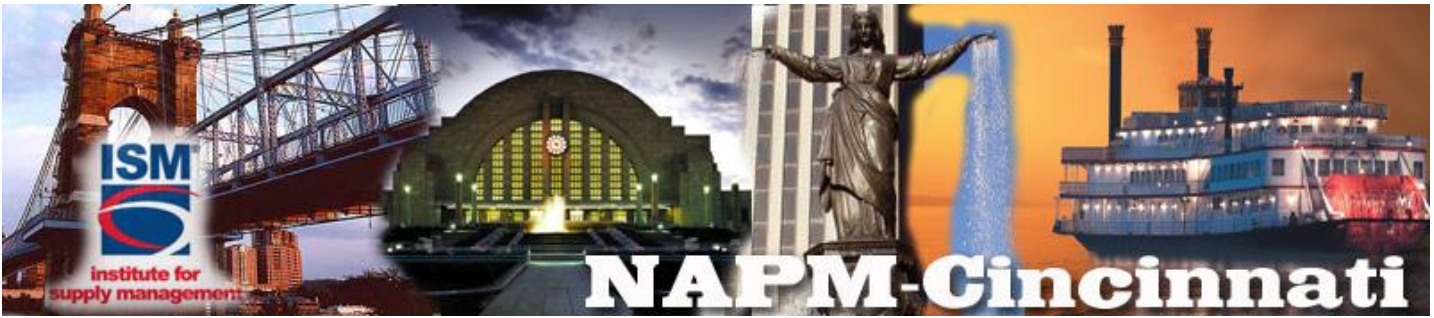
Are you confused about all of the changes taking place in traditional markets today and looking for ways to develop effective marketing strategies to address those new realities? Then be sure to attend the September 14<sup>th</sup> NAPM-C Professional Development Dinner meeting.

Bob Ashby from Frank Lynn & Associates will talk to us about new supply chain structures.

**Supplier-Distributor Relationships: Effective Partnerships within New Supply Chain Structures –** Large end-users in industrial markets are employing more sophisticated procurement processes. They also have more tools and information than ever before. This dynamic has led to a range of new supply chain structures, from manufacturer rebates and direct material sales in construction markets *to integrated supply* and *outsource procurement* programs in industrial markets.







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**SEPTEMBER 14, 2010, CINCINNATI**

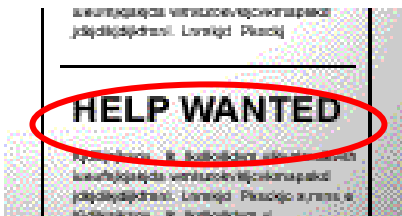
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**How to Register**  
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## **NAPM-Cincinnati Professional Development Dinner Meetings**

Register by clicking on the link below or by calling Ken Wilson at 513-385-4144 or email him at [marketeria@aol.com](mailto:marketeria@aol.com)

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

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

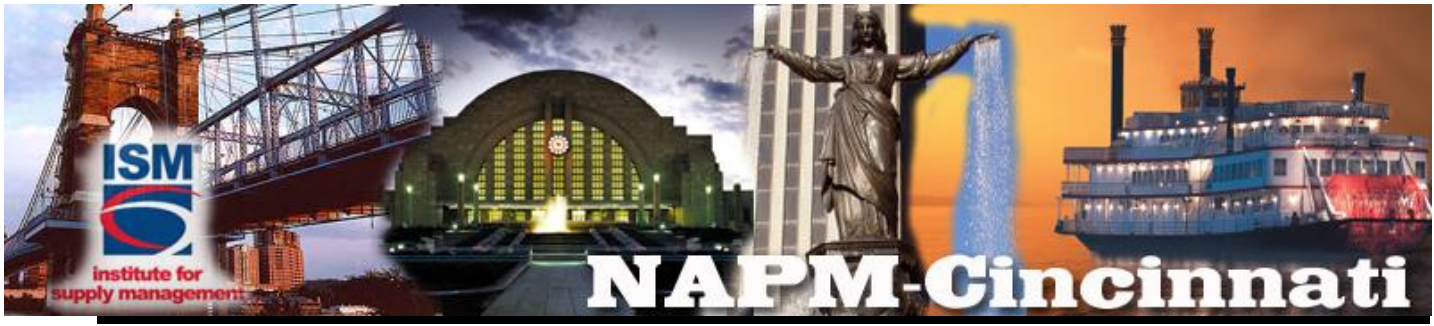


Did you know that NAPM-C not only lists jobs, but we have a volunteer who will send you email notices when we learn of open purchasing jobs?

Click on the link below to learn more.

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

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## **NAPM-C Leadership**

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**Next Board meeting on 8/23**

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