

Tuesday, April 11, 2006

Plant Tour/Dinner Meeting
Quad/Graphics

4:30 p.m. Registration
4:45 p.m. Plant Tour at
Quad/Graphics
(Members Only)
SOLD OUT!
6:00 p.m. Dinner at Silver
Spring Country Club

Cost of Meal Included with
annual membership dues.

Guests welcome - \$25.00

To reserve your space, go to
www.napmmilwaukee.com

Next Meeting:

Tuesday, May 9, 2006
Sheraton Brookfield

April Plant Tour/Dinner Meeting

TOPIC: ALL ABOUT QUAD

Featuring Keynote Speaker, Jennifer Schoenwetter

Plant Tour of the largest web offset pressroom in the world - SOLD OUT!

N63 W23075 State Hwy 74 • Sussex, WI 53089-2827 • (414) 566-6000

Tour starts at Quad at 4:30 pm — 100 person limit

6-minute video

50 minute walking tour - Closed toe shoes are required. Ear plugs will be provided.

Note: Guests will be required to sign a confidentiality agreement to take the tour.

Monthly Dinner Meeting - SPACE STILL AVAILABLE!

JUST minutes away from Quad/Graphics! Visit www.silverspringgolf.com for directions.

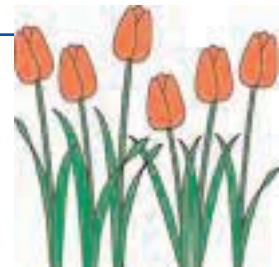
Silver Spring Country Club

N56 W21318 Silver Spring Dr. • Menomonee Falls, WI 53051 • (262) 252-4994

Dinner Meeting starts 6:00 pm - Buffet-style gourmet dinner

Keynote address by Jennifer Schoenwetter will take place after dinner.

Topics will include corporate culture, history, Quad's uniqueness, and the printing industry.



To register, go to

www.napmmilwaukee.com

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PFMA Milwaukee Expo April 12 & 13, 2006

11 a.m. to 6 p.m. at Wisconsin State Fair Park

NAPM-Milwaukee will have a exhibitor's booth set up at the Plant Engineering & Maintenance Expo, please stop by and say hello. The Expo is attended by thousands industry professionals including plant engineers, maintenance supervisors, facilities managers, property managers and purchasing managers. We are looking for volunteers to help sell the benefits of NAPM-Milwaukee to Expo attendees. If you are intersted, please contact Ray McInerny at rmcinery@dynexhydraulics.com.



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Letter from the President

Greetings NAPM-Milwaukee Members,

What do Oscars, Grammys, Emmys, CMAs, Golden Globes, and ESPYs have in common with NAPM-Milwaukee? The awards listed above are won by talented individuals that have made a memorable contribution to their profession. This is what they have in common with NAPM-Milwaukee.

In 1979, an Awards Program was adopted by the Board of Directors. This program was implemented as a means of recognizing outstanding members of our Association. Its objective is to publicly recognize members who contribute much effort and dedicated service to our organization.

Each member is invited to participate in the Awards Program by recommending candidates for the following awards:

1. **Purchasing Professional of the Year Award**, NAPM-Milwaukee's most prestigious award.
2. **Distinguished Service Award**, NAPM-Milwaukee's second highest award.
3. **Advancement of the Profession Award**, which may or may not be given each year.
4. **Meritorious Service Award(s)**, of which three may be given each year.
5. **New Member Award(s)**, of which three may be given each year.

To nominate a member, please fax or mail your nomination to the NAPM office no later than April 14, 2006.

Thanks in advance for helping us recognize those members that have made a memorable contribution to our professional organization.

"Good Buying" and I hope to see you at an upcoming seminar and dinner meeting.

Sincerely,
 Greg Modlinski, C.P.M.
President, NAPM-Milwaukee



Mission Statement:

The National Association of Purchasing Management-Milwaukee is dedicated to the professional development, education and certification of our membership, and the advancement of our profession.

NAPM-Milwaukee
BuyLines

11801 W. Silver Spring Drive, Suite 200
 Milwaukee, WI 53225

Publisher: Heather Westgor
 Editor: Robert Barwick

Photographer: Cindy Larsen
 Reporters: Robert Barwick & Cindy Larsen

Milwaukee *BuyLines* is the official publication of NAPM-Milwaukee and is published monthly of the Communications Committee.

If you wish to submit an article for publication, you may do so by contacting publications@napmmilwaukee.com. We reserve the right to edit and publish articles at our discretion.

The deadline to submit articles for the next issue is the 21st day of the month.



Educational Opportunities

Breakfast Seminars

- Wednesday, April 19, 2006 **US Customs, Customs Brokers/Forwarders**
- Wednesday, May 17, 2006 **Consortium Purchasing in the Private Sector**

All seminars will be held at the NAPM- Milwaukee Offices, 11801 W. Silver Spring Dr. from 8:00 - 10:30 a.m. Continental breakfast will be served.

CE hours are 1.5 per session.

Register on-line at www.napmmilwaukee.com

Satellite Seminars

Two Satellite Seminars are scheduled through June 2006. A series of seminars, presented by ISM and NAPM-Milwaukee, and hosted by Quad Graphics in Sussex, have made the following satellite seminars available to NAPM-Milwaukee members. Each seminar is designed for all levels of supply management professionals. The registration fee is \$75.00 each, or \$50.00 each if you are an NAPM member. The seminars start at 9:00am and finish at 1:30pm. A boxed lunch is included.

Register on-line at www.napmmilwaukee.com

The remaining programs planned for the 2006 program year are:

- **Risk and Change Management: Surviving in a Dynamic Business Environment**
 Thursday, April 20, 2006
The constant change in technology and the expanding global economy demand more sophisticated ways to mitigate and reduce potential conflicts. Gain a thorough understanding of how to manage risk and prepare for change. Know what to do when conflicts arise and how to ensure security. The discussion includes other supporting topics.
- **Buying Travel, Energy and Other Services**
 Thursday, June 8, 2006
This Satellite Seminar explores the role of supply managers in the services spend. Previously managed outside the supply organization, more and more supply managers are responsible for the purchase of travel, energy and other services. Knowledge of each unique service area is critical for supply's successful contribution. Find out how you can become proactive in demonstrating your knowledge using sound supply management strategies.

**2-Month
Calendar of Events**

April

Plant Tour/Dinner Meeting:
 Tuesday, April 11, 2006
Tour of Quad/Graphics - Sussex, followed by dinner and presentation at Silver Spring Country Club
 Location: Quad/Graphics - Sussex

Breakfast Seminar:
 Wed., April 19, 2006 - 8:00 a.m. - 10:30 a.m.
U.S. Customs, Customs Brokers/Forwarders
 Location: NAPM-Milwaukee Offices

Satellite Seminar:
 Thursday, April 20, 2006 - 9:00 a.m. - 1:30 p.m.
Risk and Change Management: Surviving in a Dynamic Business Environment
 Location: Quad/Graphics - Sussex

May

Educational/Dinner Meeting:
 Tuesday, May 9, 2006
Understanding the Media
 Speaker: Sue Castorino
 Location: Sheraton Brookfield

Full Day Seminar:
 Tuesday, May 16, 2006 - 8:00 a.m. - 5:00 p.m.
Time Management
 Location: NAPM-Milwaukee Offices

Breakfast Seminar:
 Wed., May 17, 2006 - 8:00 a.m. - 10:30 a.m.
Consortium Purchasing
 Location: NAPM-Milwaukee Offices



Full Day Seminar - Time Management for 21st Century Leaders
 Tuesday, May 16, 2006 at NAPM-Milwaukee Offices, 8:00 a.m. - 5:00 p.m.

Time management is not just a management skill. Successful time managers understand that time management is really "personal management." It is a unique combination of a person's job responsibilities, their personality, and time management tools and techniques.

James W. Schreier, Ph.D., SPHR will present this full day seminar. \$250 - members, \$275 - non-members

Register on-line at www.napmmilwaukee.com

New Members, Welcome!

Barbara Brown
Purchasing Manager
United Water Services Milwaukee, LLC

Trisha Holz
Associate Retail Supply Planner
Harley-Davidson Motor Company

Jeff Karbala
Purchasing Agent
Southwest Metal Finishing

Brian Ketterhagen
Purchasing Manager
Great Lakes Packaging Corporation

LeRoy Schramm
Director of Business Development
and Sourcing
Great Lakes Packaging Corporation

Congratulations, C.P.M. Original Lifetime Certification

Gary Staab, C.P.M.

C.P.M. Classes

Register on-line at www.napmmilwaukee.com

Module 1: September 11 & 13, 2006

Module 2: September 18 & 20, 2006

Module 3: September 25 & 27, 2006

Module 4: October 2 & 4, 2006

at NAPM-Milwaukee Offices

11801 W. Silver Spring Dr.

Instructor: David Chojnacki, C.P.M.

Additional class series to be announced soon.

The office is now selling **C.P.M. Review Study Guides** (7th Edition) for \$35 + shipping. Even if you aren't going for your certification today, it is never too early to start studying ahead! Call the office at (414) 462-8645 to order your book today.



New Membership Service: Online Membership Directory & “Member’s Only” Section

NAPM-Milwaukee is always looking for new and innovative membership services. The highly anticipated “Member’s Only” section is now live at our website, located at www.napmmilwaukee.com. To log in to this special area, use your last name as your login in, and your ISM ID# as your password. If you do not remember your ISM number, simply click “Forgot password?” and it will conveniently be e-mailed to you.

The “Member’s Only” section includes:

- State-of-the-art searchable Membership Directory
- Resource Library
- Purchaser’s Glossary of Terms
- NAPM Bylaws and Forms
- Specialized networking groups



Metal Users Group: E-mail List Serv & Resource Center

METAL USERS GROUP: E-mail List Serv & Resource Center

The Raw Materials Committee is launching an exciting new service for NAPM-Members who are responsible for negotiation and purchasing of metal raw materials.

Description:

The group will stay focused on the following topics and activities:

1. Find alternate sources
2. Background on suppliers
 - a. capabilities
 - b. performance
3. Sounding board to get useful input/feedback for Purchasing
 - a. How are others handling surcharges?
 - b. What are opinions of others on current pricing and outlook on future pricing
 - c. Interpretation of industry news
4. Conduct surveys and polls

Instructions:

To register and use this new service, send an e-mail to NAPMSteelBuyers-subscribe@yahoo.com. To send a message to the group, send an e-mail to NAPMSteelBuyers@yahoo.com.

Ground Rules:

- Professional and constructive comments only
- Strictly metals - no discussion of other raw materials
- Members only
- No solicitations by sales people

Certification Corner

The CPSM will Prepare Supply's Future Leadership

Institute for Supply Management has chosen the title Certified Professional in Supply Management (CPSM) as the name of the organization's new qualification. The CPSM is slated to be the profession's most rigorous qualification, representing the highest degree of professional competencies.

Some professionals have asked ISM why these changes are taking place when the Certified Purchasing Manager (C.P.M.) designation is at an all-time strength. Within the last decade, recognition of the C.P.M. has attained global status and the rate of C.P.M. certification has increased, especially internationally, with new certifications actually outpacing that of the United States.

Why then has Institute for Supply Management committed to making these changes?

The answer - the future of supply management.

This announcement comes during a point in time when supply's capabilities and responsibilities have seen unprecedented growth in importance within organizations. Never before have these professionals been asked to do so much and take on as much responsibility as they do now. Simply put, the individual job functions that were once semi-independent from each other are now fully interrelated. In today's supply environment, expertise in multiple areas of supply management provides professionals with the ability to see the big picture of their organization's supply operation.

It is ISM's responsibility to the entire profession of supply management that has brought about these announced changes within the association's credentialing program. As stated, this is a forward-thinking move to benefit all professionals in supply management, including those whose primary focus is the purchasing function. These changes are necessary and pre-emptive moves, which anticipate supply's evolution and will prepare managers for the profession of tomorrow.

Committee Volunteer Openings

NAPM has several opportunities to serve on NAPM-Committees. Each is a minimal time commitment per month, and provides abundant opportunities to develop your leadership skills, improve NAPM-Milwaukee and network among our other members with similar interests. If you are interested in volunteering, or need additional information, please e-mail the appropriate Board member listed below.

COMMITTEE	BOARD LIAISON CONTACT
E-Commerce	John LaPinske - john.lapinske@etwinc.com
Membership	Ray McInerney - rmcinerney@dynexhydraulics.com
MRO	Jim Truog - james.truog@am.wackergroup.com
Newsletter	Robert Barwick - rbarwick@ci.west-allis.wi.us
Services	Jim Truog - james.truog@am.wackergroup.com
Website	Robert Barwick - rbarwick@ci.west-allis.wi.us

For a complete list of volunteer openings, please visit www.napmmilwaukee.com

BUSINESS SURVEY REPORT

March - 2006

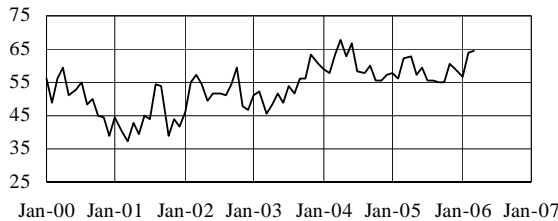
The Seasonally Adjusted Milwaukee Index went up three to 67 in March. It was 63 a year ago. New Orders Received are down a point to 71 this month. Production rose six points to 73. Backlog declined seven points to 60. Supplier Lead Times are up two to 42.

Blue Collar Employment went up two to 64, a very healthy number. White Collar Employment increased seven points to 59. Inventory Levels did not change. They are still at 65. There was no change in Capital Equipment

Spending. It is still at 63. A year ago it was at 51. The Level of Purchasing Activities went up three to 76.

The Prices Paid Index increased two points to 65. Twelve items went up and nine declined. The biggest increase was twelve for Hydraulic Components. This was followed by eleven for Piping and Tubing and Rubber Products. Chemicals increased ten in March. Copper declined eleven points. Plating dropped nine and Aluminum and Precious Metal are down eight.

Milwaukee Index



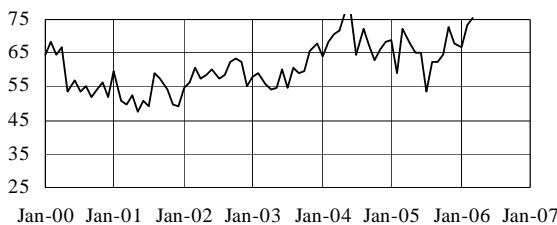
Date	Index
March-2006	65
February-2006	64
January-2006	57
December-2005	59
March-2005	63
March-2004	63
March-2003	45

Commodity Price Index

Aluminum	71	Electronic Components	53	Plastics	63
Casting	69	Forgings	67	Plating	59
Chemicals	73	Fuel	88	Precious Metals	72
Computer Hardware/Software	44	Hydraulic Componentets	62	Printing Paper	53
Copper, Brass, Bronze	79	Office Supplies	50	Rubber Products	65
Corrugated/Packaging	70	Petroleum Products	85	Stampings	53
Electric Motors/Transformers	62	Piping & Tubing	67	Ferrous (Steel, Stainless)	59

Commentary:
Went up two this month to 65. 12 rose in price.

Level of Purchasing Activities



Commentary: A three point increase to 76.

Date	Increase %	Same %	Decrease %	Index
March-2006	60	30	9	76
February-2006	50	46	4	73
January-2006	45	43	12	67
December-2005	48	40	12	68
March-2005	47	50	3	72
March-2004	51	39	10	71
March-2003	30	52	18	56

Membership Page - Reflections from the March Meeting



Ray McInerney and Greg Modlinski welcomed four new members.



John Gennrich of Mori Seiki explaining the buying process of purchasing machinery.



Keynote Speaker: Jan Miller, Vice President, Affiliate Support, ISM



New Members: David Shebasta-Kohler Co.; Brian Berndt, Paper Machinery; Scott Frahm, Bechtel Corp.; Scott Knop, Schoeneck Containers, Inc.



Congratulations to Milada Moucka, C.P.M. for earning her C.P.M. Lifetime Certification.

MEMBER GET-A-MEMBER CAMPAIGN: Earn Free Seminar Passes!

NAPM-Milwaukee is putting a major emphasis on membership recruitment. YOU can play an important part in the recruitment process. The Membership & Professional Development Committees are sponsoring the **Member Get-A-Member** campaign, in which each member who recruits a new member will receive a FREE seminar pass to a Breakfast Seminar or Satellite Seminar (over \$50 value!).

Member Notification – Dues Increase

Effective June 1, 2006, annual membership dues for NAPM-Milwaukee & Institute of Supply Management will increase by \$20 to \$275 per year. The increase is a result of increases in dues by ISM and the addition of other services that we now provide to our members. Rest assured this is a rare occurrence, and is supported by an abundance of services and resources that are available to you through ISM and NAPM-Milwaukee.

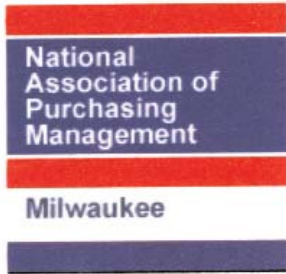
2006-7 Board of Directors

The Nominating Committee is pleased to present their recommendations for the Board of Directors for 2006-2007. A membership vote will take place at the April meeting.

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Vice-President

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Mary Sieger
Robert Barwick
Mike Grimm
Jim Truog
Frank Wolkenheim
Art Noe
Cynthia Collins
Denise Mankiewicz
Greg Modlinski

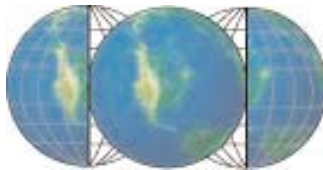
Director 2007
Director 2008
Director 2009
Director 2010
Past-President



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www.napmmilwaukee.com

ANNOUNCEMENT: NAPM-Milwaukee launches "Member's Only" section. *(Details on page 4.)*



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