

## Tuesday, April 10, 2007

### Tour of Children's Hospital of WI

4:15 p.m. Registration  
4:30 p.m. Tour Begins  
Cost: FREE (*Limit to the first 50 people*)

### Educational/Dinner Meeting at Sheraton Brookfield

5:30 p.m. Registration  
5:45 p.m. Pre-Dinner Sessions  
6:30 p.m. Dinner Meeting  
7:00 p.m. Keynote Speaker

Cost of Meal Included with  
annual membership dues.

Guests welcome - \$25.00

To reserve your space, go to  
[www.napmmilwaukee.com](http://www.napmmilwaukee.com)

### Dinner Menu

- Tossed Garden Salad
- Pesto Marinated 8 oz. Breast of  
Chicken, Served with Saffron Orzo  
Pasta and Roasted Red Pepper Puree
- Chocolate Cake



## Tour of the Children's Hospital of WI

*If you are ILL please DO NOT attend.*

### **Direction's to the Children's Hospital of WI:**

Take highway 45 to the Swan Blvd. /Watertown Plank exit; travel East on Watertown Plank Road; at the first stoplight take a right onto 92nd street; Turn right (South) onto 92nd street; and turn left on Connell Avenue (at the stop light) to Children's Hospital

There is a lot of construction but it will guide you to the clinics building where you will meet Linda Schieble in the lobby.

Valet parking is available, but we ask that you not use it because it is strictly for our patient's families. There will be staff at the entrance to guide you where to park.



## April Educational/Dinner Meeting

### **TOPIC: IF I WERE A PURCHASING MANAGER...**

### **Keynote Speaker: Emory Ireland Foley & Lardner LLP**

Mr. Emory Ireland will provide a lawyers point of view on a number of purchasing related topics, including terms of sale, dealing with troubled suppliers, and letters of credit.

Mr. Ireland is a partner with Foley & Lardner LLP, and has more than 30 years of experience representing the financial industry.

*See Emory's bio on page 8.*

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### **Pre-Dinner Sessions**

**Current Steel Conditions, Domestic and  
Overseas, Hot Roll and Cold Roll,  
Carbon Steel Update**

Presenter: Tim Treacy, Charter Steel

*Presented by the Raw Materials Committee*

**Documented Value Add (DVA)**

Presenter: Kaman Industrial Technologies

*Presented by the MRO/Capital Goods  
Committee*

To register, go to [www.napmmilwaukee.com](http://www.napmmilwaukee.com)



**2006-2007 PRESIDENT**

Bruce Balthazor, C.P.M.

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[brucegbalthazor@drs-pct.com](mailto:brucegbalthazor@drs-pct.com)

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*Letter from the President*

As our program year begins to wind down (only two meetings left before summer break), we offer another plant tour as part of our April meeting. This tour will be at Children's Hospital. Unfortunately, due to logistics issues, the number who can participate in the tour is limited to 50, so please sign up early if you are interested. The tour starts at 4:30PM with registration at 4:15 PM. For those not going on the tour, we have two very good pre-dinner meetings offered at the Sheraton-Brookfield. The first pre-dinner will be on current steel conditions, presented by Tim Treacy of Charter Steel, and a second pre-dinner with Kaman Industrial Technologies presenting Documented Value Add (DVA) programs. Our keynote speaker will be Emory Ireland of Foley & Lardner LLP who has over 30 years of extensive business related legal experience to share with us, including that in dealing with terms of sale, dealing with troubled suppliers, and letters of credit.

I want to congratulate all of our annual award winners who were recognized at the March "Supply Management Month" meeting (**listed separately in this newsletter**). It is an expression of thanks to the volunteers of our membership. It is because of all those that volunteer that we are able to exist; grow; and to provide a wide array of educational opportunities for our membership and others. Without the talents of dedicated volunteers such as these people, we would wither and die. In somewhat of a not so smooth segway, I ask that each of you consider volunteering to work on one of our committees. With enough volunteers the tasks can be broken down so that the commitment from each volunteer is not a strain on their time and talent. New members also bring new ideas and thoughts (something we seek and welcome). Not only the organization gains from the volunteer as the volunteer has more networking opportunities and can hone their leadership, teamwork, and communications skills. If you are interested in providing some time and talent to the organization, please contact any board member or the office.

I'd like to recognize Scott Sturzel of ISM who held a very well attended pre-dinner on the new ISM certification "Certified Professional in Supply Management" (CPSM) that will be offered beginning in 2008, and our featured speaker last month Steve DuVall who shared some of Harley-Davidson's Supply Management Strategies with us.

In closing, I want to remind you of our Member-Get-A-Member Campaign where any member who gets a new member receives a \$50 value seminar pass. I also ask that you check our newsletter for upcoming educational opportunities.

I look forward to seeing many of you at our Tuesday April 10th meeting.

Best Regards,  
 Bruce Balthazor, C.P.M., CPIM  
*President*

**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  
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Photographer: Deborah Seal  
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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](mailto: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*

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### **Satellite Seminars**

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 \$35/per seminar or \$100/all (4) seminars for NAPM-Milwaukee members and \$50/per seminar or \$150/all (4) seminars for Non-Members. The seminars start at 9:00am and finish at 1:30pm. A boxed lunch is included.

 Register on-line at [www.napmmilwaukee.com](http://www.napmmilwaukee.com)

#### **The Business Case for Diversity in a Social Responsibility Context**

Thursday, April 19, 2007

*While the concept of diversity is not new, it has become more complex and reaches into all layers of the organization. Over time, diversity management in business has transitioned from an emphasis on "achieving the numbers" into an essential business strategy. Commitment to opportunities for a diverse supplier base and commitment to a diverse workforce are key components to attracting the best suppliers and employees while ensuring business success. Discussion topics will include building goals and measurements across the organization, how supply managers play a key role in encouraging supplier commitment to diversity programs, and what a model program might look like.*

#### **Project Management for Supply Professionals**

Thursday, June 7, 2007

*How often do you find yourself in the role as a project leader or as a project team member? What does it take to be a leader or a team member? This program will look at the steps in beginning a project and seeing it through to completion, from the eyes of supply managers who have been there. Included in the discussion will be information on team building, leading and mentoring, and other project-related topics.*

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### **Dinner Seminar**

#### **Wednesday, April 18, 2007, 3:00 p.m. - 5:30 p.m. — *International Purchasing from China***

With a population of nearly 1,300,000,000 inhabitants reported in July 2004, The People's Republic of China exported US\$ 436.1 billion in that same year and has become a very important supply source in many sectors due to very competitive pricing and conditions. On the other hand, cultural aspects, customs procedures, distance, currency, contractual language and the challenge of sourcing good, reliable Chinese suppliers constitute some of the risks involved in this choice of supply-market. This session will allow you to better understand these specific aspects, become familiar with the advantage and disadvantages of purchasing from China for your company and your market.

*Guest Speaker: Adam Briggs, Godfrey & Kahn S.C.*

Adam received his law degree from Georgetown, where he was a Global Law Scholar, Editor for the Georgetown International Environmental Law Review, and a law clerk to U.S. Senate Judiciary Committee Ranking Member Patrick J. Leahy. Before attending law school, Adam worked for the U.S. Department of Defense in Washington, D.C., and earned his undergraduate degree from UW-Madison, with majors in Political Science, History, and East Asian Studies. Adam also attended Beijing Normal University in China.

This seminars will be held at the NAPM-Milwaukee Offices, 11801 W. Silver Spring Dr., Milwaukee. Dinner will be served.

CE hours are 1.5 per session.

 Register on-line at [www.napmmilwaukee.com](http://www.napmmilwaukee.com)



*C.P.M. Information*

Register on-line at [www.napmmilwaukee.com](http://www.napmmilwaukee.com)

**Location:** All C.P.M. Review Classes are held at the NAPM-Milwaukee educational facility at Wisconsin Association Management.

**Hotel accommodations** are conveniently located across the street from the NAPM-Milwaukee facility. Ask for the special rate of \$65 per night by calling the AmeriSuites Hotel at (414) 462-3500.

**Day classes** instructed by Dr. Russell Morey, C.P.M. are held from 8:00am - 4:30pm. Each session counts toward 7 continuing education hours that can be applied toward earning your C.P.M. Certification or Re-Certification.

**Night classes** instructed by David Chojnacki, C.P.M. are held from 6:00pm - 8:00pm. Each session counts toward 3.5 continuing education hours that can be applied toward earning your C.P.M. Certification or Re-Certification.

**Pricing:**

**1-2 Modules**

Member Rate: \$125.00/per module

Non-Member Rate: \$175.00/per module

**3-4 Modules**

Member Rate: \$112.00/per module

Non-Member Rate: \$157.00/per module

**7th Edition Study Guide**

Member Rate: \$35.00/per module

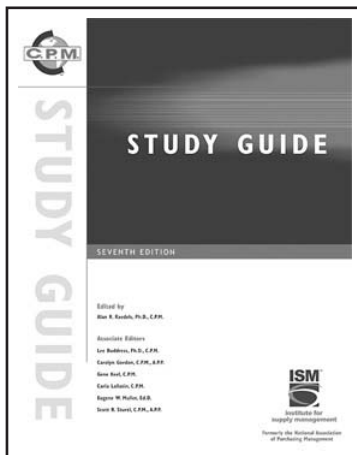
Non-Member Rate: \$50.00/per module

**Study Guide - Shipping & Handling**

Member Rate: \$6.00/per module

Non-Member Rate: \$6.00/per module

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.



Date	Class Information
April 11, 2007	<b>Modules 3 &amp; 4 (day class)</b> Instructor: Dr. Russell Morey, C.P.M.

## New Members, Welcome!

**James Brown**  
*Buyer, Perlick Corporation*

**Carlita Foster**  
*Buyer, Rockwell Automation*

**Susan Gutkowski**  
*Buyer, Perlick Corporation*

**Dawn Kieckbusch**  
*Senior Buyer, Rockwell Automation*

**Daniel Kloss**  
*Senior Buyer, Rockwell Automation*

**Michaela Laughrin**  
*Purchasing Specialist, Direct Supply*

**Michelle Lindquist**  
*Buyer, Rockwell Automation*

**Thomas Mazur**  
*Director of Purchasing, MPC*

**Stefan Pankowski**  
*Purchasing Manager, E.R. Wagner MFG. Co.*

**Oanh Phung**  
*Buyer, E.R. Wagner MFG. Co.*

**Traci Rosukowiak**  
*Senior Buyer, Permacel*

**Patricia Rothe**  
*Buyer, Perlick Corporation*

**Bennett Summers**  
Kohler

**Cathy Trame**  
Kohler

**Lisa Zwaga**  
*Commodity Buyer, CNH*



## Think Globally, Act Globally

ISM and the ISM Global Group are pleased to announce the inaugural Global Supply Management Conference, September 20-21, 2007 in Mesa Arizona. Program information and registration is coming soon.

Look for sessions on China trade, global sourcing and the world workplace. Gain insight into overcoming challenges with new suppliers and how to source in low cost countries. As a supply management professional, you'll want to add this program to your calendar. Registration opens May 2007.

Go to [www.ism.ws](http://www.ism.ws) for more info or contact Mary Ellen Woods, at [mwoods@ism.ws](mailto:mwoods@ism.ws).

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## 2007-2008 NAPM-Milwaukee Board of Director Nominees

The NAPM-Milwaukee Nomination Committee is proud to present its nominations for the 2007-2008 NAPM-Milwaukee Board of Directors. A membership vote will be held at the **April 10, 2007** Dinner Meeting at the Sheraton Hotel in Brookfield, WI.

Immediate Past President:  
President:  
Secretary/ Treasurer:  
Vice President:  
Vice President:  
Vice President:  
Director 2008:  
Director 2009:  
Director 2010:  
Director 2011:

Bruce Balthazor, C.P.M.  
Mary Sieger, C.P.M.  
Michael Grimm, C.P.M.  
Robert Barwick, A.P.P.  
James Truog, C.P.M.  
Cynthia Collins  
Claudia Howard, C.P.M.  
Art Noe  
Denise Mankiewicz, C.P.M.  
Dan Smead

# BUSINESS SURVEY REPORT

## March - 2007

The Seasonally Adjusted Milwaukee Index dropped eight points to a neutral 50. Not good. New Orders Received declined twelve points to a barely growing 52. Production is down eight points to 56.

Backlog dropped five points to 56. Supplier Lead Times went up three to a still not growing 44.

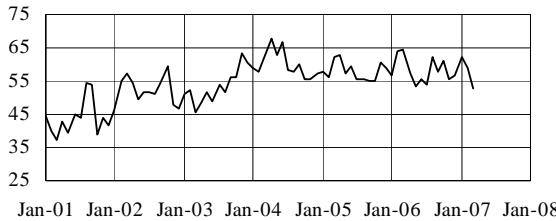
Blue Collar Employment is up one it's a still healthy 56. White Collar Employment went down two points to 57. Still a good number. Inventory Lev-

els declined eight points to 56. Capital Equipment did not change. It is still at 56. The Level of Purchasing Activities is up three to 67.

The Prices Paid Index is up nine points to 63 this month. Copper went up thirty points. This was followed by Petroleum at twenty-eight and Fuel at twenty-six. Ferrous increased seventeen points. Electric Motors are back up fourteen

points. Computer Hardware/Software and Corrugated Packaging at down four points.

### Milwaukee Index

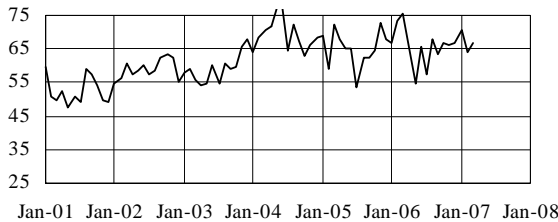


Date	Index
March-2007	53
February-2007	59
January-2007	62
December-2006	57
March-2006	65
March-2005	63
March-2004	63

### Commodity Price Index

Aluminum 65	Electronic Components 54	Plastics 64	<b>Commentary:</b> A big jump this month. Up nine to 63.
Casting 65	Forgings 60	Plating 60	
Chemicals 64	Fuel 88	Precious Metals 80	
Computer Hardware/Software 46	Hydraulic Componenets 58	Printing Paper 50	
Copper, Brass, Bronze 71	Office Supplies 47	Rubber Products 54	
Corrugated/Packaging 52	Petroleum Products 85	Stampings 57	
Electric Motors/Transformers 62	Piping & Tubing 62	Ferrous (Steel, Stainless) 73	

### Level of Purchasing Activities



**Commentary:** Up three to 67. We are still busy.

Date	Increase %	Same %	Decrease %	Index
March-2007	45	42	12	67
February-2007	38	53	9	64
January-2007	56	30	15	70
December-2006	43	47	10	67
March-2006	60	30	9	76
March-2005	47	50	3	72
March-2004	51	39	10	71

*Membership Page* - **Reflections from the March Meeting**

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*Carroll College Students at March Meeting*



*Greg Modlinski, C.P.M. receiving Supply Management Professional of the Year Award from President Bruce Balthazor, C.P.M., CPIM*

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## **NAPM-Milwaukee Names Greg Modlinski, C.P.M. Supply Management Professional of the Year**



Every year, NAPM-Milwaukee honors members who go beyond the regular scope of duty to make outstanding contributions to NAPM-Milwaukee and the supply management profession. Winners were officially recognized for their contributions at NAPM-Milwaukee's Annual Award Night Banquet held at the Sheraton-Brookfield on March 13, 2007.

Since 1969, NAPM-Milwaukee has awarded the Charles E. Stone -Supply Management Professional of the Year Award to a member who has demonstrated significant leadership abilities to the NAPM-Milwaukee organization and to the supply management field. This year Greg Modlinski, C.P.M. has been honored with this award. Mr. Modlinski is currently the Director-Purchasing, Kohler Global Faucets and has been a member of NAPM-Milwaukee for 17 years.

Throughout the years, Greg has been either a chairperson or member of the following committees: Certification, Marketing, Revenue, E-Commerce, and Professional Development. Greg has also graciously served as a Director, Vice President, Secretary-Treasurer, President, and Past-President. Greg also played a key role in the reconstruction of the chapter bylaws and in the successful development of NAPM-Milwaukee's current strategic plan.

The entire membership congratulates Greg for receiving this well deserved award, and thanks him for his hard-work, professionalism, and dedication to NAPM-Milwaukee.

### **Other Award Winners include:**

Distinguished Service Award	Denise Mankiewicz C.P.M., Rockwell Automation Dave Chojnacki C.P.M., Serigraph Cynthia Collins, Harley Davidson
Advancement of the Profession	Dan Smead, Watertown Metal Products Ravi Ramanujam C.P.M., Ganton International
Meritorious Service Award	Joe Popelka, C.P.M., Bruno Ind. Living Aids John Abel, C.P.M., Olympus Flag and Banner
New Member Award	John Zabors, Wacker Corporation Scott Frahm, Bechtel Corporation
President's Award	NAPM to ISM Name Change Committee -led by Mary Sieger, C.P.M.



# Charity Golf Outing

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**Monday, August 20, 2007**

Mequon Country Club  
12400 Ville du Parc Drive  
Mequon, WI 53092  
262.242.1400

**Your generosity will benefit:**



Children's Hospital  
of Wisconsin®

*A member of Children's Hospital and Health System.*

<http://golfnapm.advantagegolfonline.com>

Please visit this website for additional details and to register as a sponsor or player.

## *About our April Keynote Speaker*

**Emory Ireland, Foley & Lardner LLP**



Emory Ireland is a partner with Foley & Lardner LLP and a member of the Finance & Financial Institutions Practice and the Sports Industry Team. He is a former chair of the Finance Practice. He has more than 30 years of experience representing banks, asset-based lenders, and others in sophisticated financing transactions, including secured and unsecured commercial loans, asset-based financings, loan syndications, asset securitizations, derivative transactions, letters of credit, loan workouts, and bankruptcies.

Mr. Ireland also has extensive experience representing financial institutions and others in connection with the federal and state regulation of consumer credit transactions, retail payment systems, and a broad range of other retail financial services.

He was named to the 2006 list of Wisconsin Super Lawyers by Law & Politics Media, Inc.

Mr. Ireland speaks and writes frequently. Topics have included lender liability, lien priority issues, fraudulent conveyance risks in common corporate transactions, representation of borrowers in commercial loan transactions, acquiring a financially troubled company, loan workouts, substantive consolidation and other bankruptcy issues, letters of credit, and legal opinions.

Mr. Ireland is a graduate of Yale College and Stanford Law School. He has been chairman of the State Bar of Wisconsin's committee on Standard Forms of Legal Opinions, chairman of its subcommittee on Revised Article 9 of the Uniform Commercial Code, chairman of its subcommittee on Revised Article 5 of the Uniform Commercial Code, and a member of the board of directors of its Business Law Section. He has also received the President's Award from the State Bar of Wisconsin. Mr. Ireland is a member of both the Wisconsin and Illinois bars.