



We do not have dinner meeting in February.

Next Meeting:

Tuesday, March 13, 2007
Sheraton Brookfield

To register, go to

www.napmmilwaukee.com

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NAME CHANGE VOTE TO BE HELD AT MARCH DINNER MEETING

A vote by the membership will be conducted at the March Dinner Meeting. The vote will be YES - to approve a name change from NAPM-Milwaukee to ISM-Milwaukee, or NO to retain the current name of NAPM-Milwaukee.

In 1915, nationally-known ISM began as the National Association of Purchasing Agents and in 1969 became National Association of Purchasing Management. In 2002, the name changed to Institute for Supply Management.

There are many reasons that national changed its name to ISM and the same reasons apply to our local affiliate.

The NAPM-Milwaukee Board of Directors (BOD) feels that the purchasing professional of today is no longer strictly involved in purchasing but actively works many processes within the strategic aspects of supply management. The name change shows our commitment to a new and growing responsibility emphasizing that we are a global and strategic profession that appeals to broader supply management professionals.

The BOD and various committees are now in the process of preparing a proposal for submission to ISM. A membership vote agreeing to the name change and an ISM acceptance of our proposal will make the name change to ISM-Milwaukee official.

The NAPM-Milwaukee BOD recommends that the membership vote YES for a name change to ISM-Milwaukee.



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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.

Letter from the President

As I write this letter we are in the depths of our first real taste of winter weather (wind chills in the -20's) and we recently learned that Brett Favre will be back! Have we prepared ourselves for the bone chilling cold? We should have. We know from experience and statistics that it will come and should have planned for it. Such is true with life in general and our professional lives. We must prepare ourselves for changes we see coming and be prepared to address them. As far as Favre goes; it's great he's coming back, but we must not lose sight of the fact that at some point he won't; and the team and we should be preparing for that day. It's important that we use the signals and cues from the world around us to adapt to changes that they foreshadow. Our profession and its stature have changed significantly in the past several decades. From a mainly tactical and record keeping function to a strategic role with a significant impact on an organizations ability to compete. With these changes in role and stature came a change in the skills sets needed to be successful in the profession. These changes will continue, and at an ever increasing pace, so we must prepare ourselves to adapt and keep "learning" in order to survive and grow professionally. Our goal at NAPM-Milwaukee is to provide opportunities for learning and the continuous growth of our members so that they and we will grow and prosper. To this end we offer a slate of offerings that range from our monthly meeting pre-dinner session to a keynote speaker and networking opportunities to satellite seminars; breakfast and dinner seminars and C.P.M. review session. We recognize that we need to continue to change to grow as well, and welcome suggestions for changes in our offerings, as well as individuals who are willing to assist us with change by becoming active on a committee. Please contact any Board member with suggestions or if you are interested in becoming the future of our organization.

Remember that although there is no general meeting on the 2nd Tuesday of February, there are many other educational offerings available during the month. They are mentioned in this newsletter and in various email notifications that you receive from us. We hope to see all of you at our Tuesday March 13th "Supply Management" month general meeting where we will have a pre-dinner presentation from Scott Sturzel from ISM Staff who will provide detailed information on the new "Certified Professional in Supply Management" (CPSM) Certification that will be offered beginning next year. Our keynote speaker will be Steve DuVall who will speak on "Supply Base Strategies."

I want to acknowledge our keynote speaker for January (our joint meeting with American Women in the Metal Industries) Ken Dominiak who threw out a challenge in his presentation "Your Mission Should you Chose to Accept it-Make a Difference". He is seeking a number of people who would be willing to work as a team on a commodity based project of 20 weeks duration with ongoing assignments. You can contact any BOD member to express your interest.

You should have received an email survey from us within the past week or so. I ask that you please take the 5 to 10 minutes necessary to respond, as it will be a big help in insuring that that we are doing "the right things" not just "doing things right" in the future.

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

NAPM-Milwaukee
BuyLines

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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. 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

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

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.

Breakfast & Dinner Seminars

Wednesday, February 21, 2007, 8:00 - 10:30 a.m.

Practical Purchasing Negotiations

Wednesday, February 21, 2007, 3:00 p.m. - 5:30 p.m.

Tackling the Challenges of Manufacturing and Sourcing in Mexico

Wednesday, April 18, 2007, 3:00 p.m. - 5:30 p.m.

Purchasing from Chinese Suppliers

All seminars will be held at the NAPM-Milwaukee Offices, 11801 W. Silver Spring Dr., Milwaukee. Continental breakfast or dinner will be served.

CE hours are 1.5 per session.



📄 Register on-line at www.napmmilwaukee.com

C.P.M. Information

Register on-line at 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

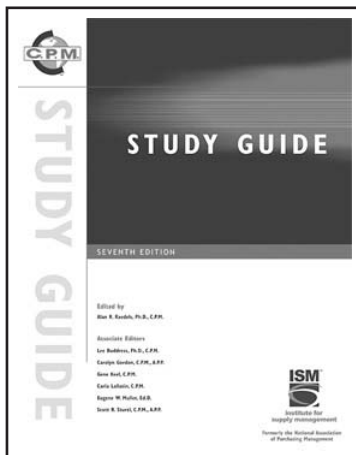
7th Edition Study Guide

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
February 12, 2007	Module 1 (night class) Instructor: David Chojnacki, C.P.M.
February 14, 2007	Module 1 (night class) Instructor: David Chojnacki, C.P.M.
February 19, 2007	Module 2 (night class) Instructor: David Chojnacki, C.P.M.
February 21, 2007	Module 2 (night class) Instructor: David Chojnacki, C.P.M.
February 26, 2007	Module 3 (night class) Instructor: David Chojnacki, C.P.M.
February 28, 2007	Module 3 (night class) Instructor: David Chojnacki, C.P.M.
March 5, 2007	Module 4 (night class) Instructor: David Chojnacki, C.P.M.
March 7, 2007	Module 4 (night class) Instructor: David Chojnacki, C.P.M.
March 14, 2007	Modules 1 & 2 (day class) Instructor: Dr. Russell Morey, C.P.M.
April 11, 2007	Modules 3 & 4 (day class) Instructor: Dr. Russell Morey, C.P.M.

New Members, Welcome!

Richard Hadland
Supply Chain Manager
Roundy's Super Markets

Bryan Hansen
Senior Buyer
Telsmith

Linda Hungsberg
Purchasing Manager
Curtis Industries

Rebecca Milhoan
New Product Launch Buyer
CNH



Annual Awards Program

In 1979, your Board of Directors adopted an Awards Program. 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 NAPM-Milwaukee.



The Awards Program is administered by the Awards Committee, and chaired by the Director Administration.

You are invited to participate in the Awards Program by recommending candidates for each award. Your participation will be a valuable contribution to the Committee in its evaluation of candidates to be recommended to the Board of Directors. A form for making your recommendations to the Awards Committee is included. The Awards and their requirements are spelled out to assist you in choosing your candidates.

So as to allow the Awards Committee as much time as possible to evaluate each candidate, please submit your nominations (U.S. Mail, fax or e-mail) as soon as possible to the NAPM-Milwaukee office, 11801 West Silver Spring Drive, Suite 200, Milwaukee, WI 53225. The deadline for receiving nominations is **February 21, 2007**.

Our presentation of Awards for this Association year will be at the March 2007 dinner meeting.

Please use the following pages for your nominations. If you have any questions, please call the NAPM-Milwaukee office at 414-462-8645.

With your help, the program will be a success. Please participate.

To download a nomination form, please visit our website at www.napmmilwaukee.com.

10/36 Pledge Drive

NAPM-Milwaukee will man the phones at 10/36 on Tuesday evening, March 6, 2007.



To volunteer, contact Richard Wood, C.P.M.
Phone: 262-377-8665,
E-Mail: wooddick@aol.com

BUSINESS SURVEY REPORT

January - 2007

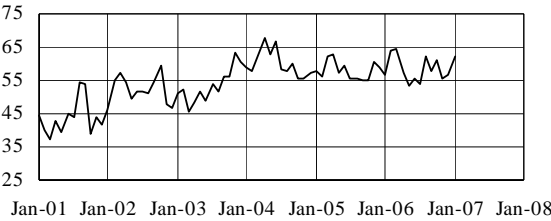
The Seasonally Adjusted Milwaukee Index is up five points to 63. The Raw Index increased five also. It is now at 62. New Orders Received increased six points to 64. Production rose a point to 68. Back-log is up twelve points and stands at 59. Supplier Lead Times improved a point to stand at 48.

Blue Collar Employment is up seven points to 64. White Collar Employment is up three points to 63. Inventory Levels increased ten points to 65. Capital Equipment went up fourteen points to a healthy

67. The Level of Purchasing Activities is up three points to 70.

The Prices Paid Index increased a point to 54. Thirteen increased one did not change and seven declined. Thirteen are above 50, four at 50 and four below. Copper went up eleven this month. This was followed by Computer Hardware/Software at nine and piping and Tubing at

Milwaukee Index



Date	Index
January-2007	62
December-2006	57
November-2006	56
October-2006	61
January-2006	57
January-2005	58
January-2004	59

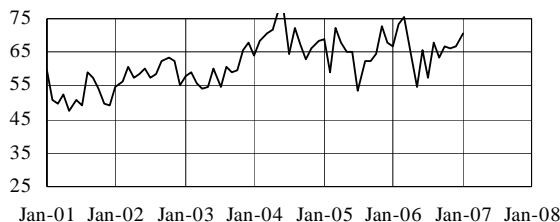
seven. Precious Metal dropped twelve points. Chemicals are down eight and Aluminum is down six.

Commodity Price Index

Aluminum 55	Electronic Components 59	Plastics 63
Casting 61	Forgings 57	Plating 61
Chemicals 68	Fuel 33	Precious Metals 44
Computer Hardware/Software 50	Hydraulic Componenets 60	Printing Paper 55
Copper, Brass, Bronze 39	Office Supplies 50	Rubber Products 55
Corrugated/Packaging 55	Petroleum Products 50	Stampings 50
Electric Motors/Transformers 64	Piping & Tubing 56	Ferrous (Steel, Stainless) 44

Commentary: Index is up one to 54 in January.

Level of Purchasing Activities



Commentary: Up three to 70. Quite busy.

Date	Increase %	Same %	Decrease %	Index
January-2007	56	30	15	70
December-2006	43	47	10	67
November-2006	39	55	6	66
October-2006	39	55	6	67
January-2006	45	43	12	67
January-2005	44	51	5	69
January-2004	38	51	11	64

Membership Page - Reflections from the January Meeting



Membership and guests at the January Dinner Meeting



Membership and guests at the January Dinner Meeting



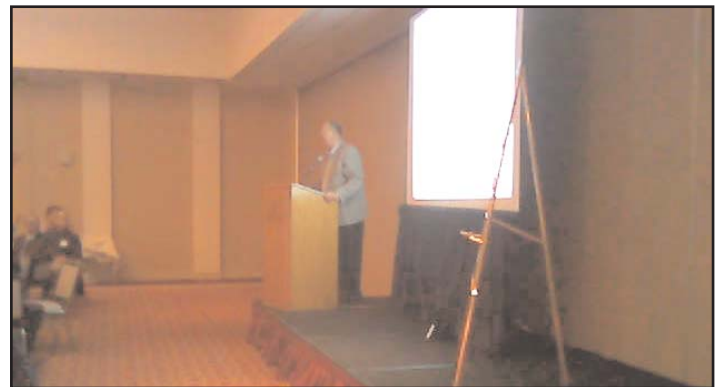
Dave Chojnacki, C.P.M. introducing the new C.P.M. members.



Bruce Balthazor, President, and Dave Chojnacki, C.P.M. with new C.P.M. members, Tyler Curtin, C.P.M. and Michael Jajtner, C.P.M.



Bruce Balthazor, President, with new NAPM-Milwaukee members.



Keynote Speaker, Ken Dominiak



SAVE THE DATE!
NAPM-Milwaukee
Golf Outing

August 20, 2007
Mequon Country Club

*Stay tuned for more
information!*



SAVE THE DATE!

Next Dinner Meeting:

March 13, 2007 at the Sheraton Brookfield.

5:30pm registration

5:45pm pre-dinner programs,

6:30pm dinner

7:00pm keynote speaker.

***Registration
information
to come
shortly!***

April Dinner Meeting and Tour:

Tour of Children's Hospital at 4:30pm

(Limit to the first 50 people)

Dinner and Keynote Speaker following
at the Sheraton Brookfield (open to all)