

BuyLines



Volume II, Issue I | A Monthly Newsletter of NAPM-Milwaukee | January 2006

Tuesday, January 10, 2006

Educational/Dinner Meeting
Sheraton Brookfield

**Bring non-perishable food for
food pantry collection**

5:30 p.m. Registration
5:45 p.m. Pre-Dinner
Meetings
6:30 p.m. Dinner
7:15 p.m. Presentation

Cost of Meal Included with
annual membership dues.

Guests welcome - \$25.00

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

Next Meeting:

Tuesday, February 14th
Sheraton Brookfield

In this Issue:

Monthly Meeting Information . . .	1
Message from the President . . .	2
Educational Opportunities	3
Membership Campaign	4
Certification Corner	4-5
Volunteer Openings	5
December Business Report . . .	6
Membership Page	7
Thanks to Exhibitors	8

January Educational/Dinner Meeting

TOPIC: LEAN MANUFACTURING PROCESS

Keynote Speaker: Jon Turner

Is your company searching for efficiency strategies that help reduce costs, improve output, establish competitive position, and increase market share? Mr. Jon Turner, VP Operations, De La Rue Cash Systems, will explain how De La Rue has accomplished this task through Lean Manufacturing.

De La Rue is the world's largest commercial security printer and papermaker, involved in the production of over 150 national currencies and a wide range of security documents such as travellers cheques and vouchers. Employing over 6,200 people across 31 countries, the company is also a leading provider of cash handling equipment and software solutions to banks and retailers worldwide helping them to reduce the cost of handling cash. De La Rue also pioneered new technologies including tailored solutions to protect the world's brands through to government identity solutions in secure passports, identity cards and driver's licenses.

Pre-Dinner Sessions

Steel Users Group

A NEW E-mail Listserv
& Resource for NAPM-
Milwaukee Members

*Presented by the Raw
Materials Committee*

Review of the C.P.M. Certification Process

*Presented by Dave
Chojnacki of the
Certification Committee*

"Top 10 Contract Issues"

that Purchasing people
need to pay attention to,

*Presented by
Godfrey & Kahn, S.C.*

Dinner Menu

Traditional Wisconsin Fish Fry with Potato Pancakes, Cole Slaw, Fruit Cup,
and Chocolate Peanut Butter Silk Pie for dessert.

To register, go to www.napmmilwaukee.com



2005-2006 PRESIDENT

Greg Modlinski, C.P.M., *Kohler Co.*
gmodlinski@hotmail.com

IMMEDIATE PAST PRESIDENT

Tim Hahn, C.P.M., *Milwaukee Electric Tool Corp.*
timothy.hahn@milwaukeetool.com

SECRETARY-TREASURER

Bruce Balthazor, C.P.M.
DRS, Power & Control Technologies, Inc.
brucegbalthazor@drs-pct.com

VICE PRESIDENT - MEMBERSHIP

Mary Sieger, C.P.M., *SEAQUIST CLOSURES*
Mary.Sieger@SeaQuistClosures.com

VICE PRESIDENT - VOCATIONAL ADVANCEMENT

Michael Grimm, C.P.M., C.P.I.M., *Res Mfg.*
mgrimm@resmfg.com

DIRECTOR - VOCATIONAL ADVANCEMENT

John LaPinske, C.P.M., *ETW Inc.*
john.lapinske@etwinc.com

DIRECTOR - VOCATIONAL ADVANCEMENT

Jim Truog, C.P.M., *Wacker Corp.*
james.truog@am.wackergroup.com

DIRECTOR - ADMINISTRATION

Cynthia Collins
cl1collins@aol.com

DIRECTOR - COMMUNICATIONS

Robert Barwick, *City of West Allis*
rbarwick@ci.west-allis.wi.us

STAFF

Christopher Ruditys, Executive Director
ruditys@wamllc.net

Brian Parrish, Assistant Account Executive
parrish@wamllc.net

Douglas Stangohr, Chief Financial Officer
doug@wamllc.net

Heather Westgor, Director of Communications
heather@wamllc.net

Letter from the President

Greetings NAPM-Milwaukee Members,

As you may know, certification of our membership is part of our mission at NAPM-Milwaukee. If you are not yet certified or unsure of why you should become certified, please read the following.

In a general sense certification in any profession documents the capabilities and mastery of a body of knowledge of the practitioner. Certification assists in developing standards within a profession and is also an indication that one has attained a certain level of achievement that sets the certified person apart from those in the field who are not certified. As certification in a particular field becomes the norm, the expectation is that individuals practicing in that field will be certified.

The Certified Purchasing Manager (C.P.M.) designation is the most globally recognized designation for supply management. It is designed for experienced supply managers, and focuses on managerial and leadership skills, plus a variety of specialized functions designed to enhance the value of the profession. To compete in today's environment, supply managers must learn to think strategically, broaden their perspective, and view themselves as service providers.

In a fast-changing world, one must keep current on a number of topics and techniques. Certification demands this of an individual and usually involves a recertification process that requires the individual to continue his or her quest for knowledge. In this vein, ISM has been developing a new qualification since 2003. The new qualification will prepare supply managers to meet the current and future demands of the profession, will raise the bar on supply management's capabilities, and increase professional and educational standards.

While other organizations have introduced new certifications, ISM's new qualification to be unveiled in 2008, will comparatively rest at a much higher professional level and will include information on all segments of supply management.

I encourage those members who haven't attained their C.P.M. and those members that need to re-certify, to take advantage of the programs offered by NAPM-Milw. to help achieve and keep their certification current.

It has been said that Professionals who become certified generally remain in their profession for the long-run. They want to do a good job and to perform at the highest level possible. Their certification announces to the world that they are competent and perform quality work.

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

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

Mission Statement:

To serve the education, certification, communication, and networking needs of purchasing/supply management professionals in the Greater Milwaukee area.

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, January 18, 2006	3PL (Third Party Logistics) Discussion
Wednesday, February 15, 2006	Raw Materials (Metals, Plastics & Corrugated Items)
Wednesday, March 15, 2006	Lean Supplier Program
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

ISM PLANS FOUR SATELLITE SEMINARS FOR 2005-06 PROGRAM YEAR

Three 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 2005-06 program year are:

- **Ethics in Supply Management: Minding Your Actions and Decisions**
Thursday, February 9, 2006
This program explores the role of ethics in supply management. The news continues to address this topic in the wake of ongoing business improprieties. Embed a strong code of ethics in the actions and documents within your supply organization and learn more about your obligation in a global society. We'll also explore how to develop and enforce a strong code of ethics and how to address conflict of interest and antitrust issues.
- **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.

3-Month Calendar of Events

January

Educational/Dinner Meeting:
January 10, 2006
Lean Manufacturing Process
Speaker: Jon Turner, VP Operations, De La Rue Cash Systems
****Hunger Task Force Food Drive. Please bring food or \$ donation.****

Breakfast Seminar:
January 18, 2006 - 8:00 - 10:30 a.m.
3PL (Third Party Logistics) Discussion
Location: NAPM-Milwaukee Office

C.P.M. Classes:
January 23, 30, February 6, 13
Module 3
Location: Lakeland College

February

C.P.M. Classes:
Wed., February 1, 2006 - 8:00 a.m. - 4:30 p.m.
Modules 1 & 2
with Dr. Russell Morey C.P.M.
Location: NAPM-Milwaukee Office

Satellite Seminar:
Thursday, February 9, 2006 - 9:00 a.m. - 1:30 p.m.
Ethics in Supply Management: Minding Your Actions & Decisions
Location: Quad Graphics -Sussex

Educational/Dinner Meeting:
February 14, 2006
Global Sourcing
Speaker: James D. Kiser, C.P.M.
ADR-North America

Breakfast Seminar:
Wed., February 15, 2006 - 8:00 a.m. - 10:30 a.m.
Raw Materials (Metals, Plastics & Corrugated Items)
Location: NAPM-Milwaukee Office

C.P.M. Classes:
Feb. 20, 27, March 13, 20
Module 4
Location: Lakeland College

March

C.P.M. Classes:
Tuesday, March 7, 2006 - 8:00 a.m. - 4:30 p.m.
Modules 3 & 4
Dr. Russell Morey, C.P.M.
Location: NAPM-Milwaukee Office

Educational/Dinner Meeting:
March 14, 2006
Speaker: Jan Miller, ISM Affiliate Membership Chair
Location: Sheraton Brookfield

Breakfast Seminar:
March 15, 2006 - 8:00 - 10:30 a.m.
Lean Supplier Program
Location: NAPM-Milwaukee Office

New Members, Welcome!

Brian Berndt
Senior Buyer
Paper Machinery Corp.

Robert T. Giesfeldt
Purchasing Director
Milwaukee Journal Sentinel

Craig Meyer
Procurement Specialist
Morris Material Handling



Congratulations, C.P.M. Recertification

Nancy Wittig

C.P.M. Classes

 Register on-line at www.napmmilwaukee.com

C.P.M. **Module 3** at Lakeland College,
January 23, 30, February 6, 13, 2006
from 6:00-9:00 p.m.

C.P.M. **Modules 1 & 2**
Wednesday, February 1, 2006
at NAPM-Milwaukee Offices
11801 W. Silver Spring Dr.
Instructor: Dr. Russell Morey, C.P.M.

C.P.M. **Module 4** at Lakeland College,
February 20, 27, March 13, 20, 2006
from 6:00-9:00 p.m.

C.P.M. **Modules 3 & 4**
Tuesday, March 7, 2006
at NAPM-Milwaukee Offices
11801 W. Silver Spring Dr.
Instructor: Dr. Russell Morey, C.P.M.

Certification Corner



CPM News from www.ism.ws

ISM's Certification Market Study Supports New Qualification

ISM's 2004 Certification Market Study supports the creation of a new comprehensive qualification that will recognize the expanded education, skills and experience needed for successful supply managers in the 21st century. Foremost among the study's conclusions is that the new professional qualification must reflect higher skill levels across all disciplines within supply management. In development since 2003, ISM's new qualification will focus on strategic, high-level supply management, culminating in senior management level expertise. The new qualification will be available in 2008.

Several main points which came out of the Certification Market Study are:

- Rapid changes in technology, methods and scope of supply management will increase the need for education, training and certification.
- The new role of supply management requires continuous expansion of the knowledge base for supply personnel who are working in a rapidly changing environment. ISM must move quickly in meeting the demand for new knowledge and skills.
- A blend of new skills and knowledge needs must be developed by top professionals in multiple fields. This curriculum must also address the needs of professionals whose goal is to enter senior management.
- Global supply management concepts will be intensified and expanded in critical content areas.

"The new qualification will address the realities of supply management workplace complexities including globalization, greater use of technology and expanded competencies that supply management professionals employ to drive value in their organizations," states ISM Chief Executive Officer Paul Novak, C.P.M., A.P.P.

Supply management professionals must understand that ISM's new qualification will include the entire curriculum of the C.P.M.s purchasing focus, plus an equal share of the other major disciplines within supply management - strategic sourcing, contract management, negotiations and much more.

ISM feels it is important for all supply managers to know that this change in credentialing is designed to enhance the abilities of all professionals in supply management, including those whose main focus is the purchasing function. The new qualification will build a senior management level understanding of the entire supply chain which will far surpass the abilities of any single designation - even the C.P.M.

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!).

Terms of Campaign:

- Recruitment campaign effective December 1, 2005 – February 28, 2006
- Seminar passes are non-transferable

Certification Corner

C.P.M. Quick Quiz

The Certified Purchasing Manager (C.P.M.) designation is globally the most recognized designation for supply management professionals. The program is designed for experienced supply managers, and focuses on managerial and leadership skills, plus a variety of specialized functions designed to enhance the value of the profession. To compete in today's environment, supply managers must learn to think strategically, broaden their perspective, and view themselves as service providers.

The C.P.M. Exam consist of four modules:

- Module 1: Purchasing Process
- Module 2: Supply Environment
- Module 3: Value Enhancements Strategies
- Module 4: Management

Quick Quiz - Module 1

Q1: All of the following deal with environmental issues EXCEPT the

- A. Occupational Safety and Health Act
- B. Department of Transportation
- C. Resource Conservation and Recovery Act
- D. Uniform Commercial Code

Answer is D. The Occupational Safety and Health Act (OSHA) is a law designed to protect employees from work conditions that are considered dangerous, hazardous or unsanitary. OSHA outlines very comprehensive policies and procedures regarding the handling of hazardous waste. The Department of Transportation (DOT) regulates the transportation of hazardous materials. The Resource Conservation and Recovery Act (RCRA) is designed to protect the public and environment from the potential hazards of water disposal; it sets the framework for the Environmental Protection Agency's waste management program. The Uniform Commercial Code (UCC) deals with commercial transactions and the sales of goods, and does not pertain to environmental issues.

Q2: Which of the following is the BEST example of unethical behavior?

- A. Seeking out disadvantaged sources for the submission of bids.
- B. Awarding a contract to the lowest responsible bidder.
- C. Accepting an expensive gift from a supplier.
- D. Establishing a deadline during negotiations.

Answer is C. Accepting an expensive gift from a supplier raises the issue of undue influence, and may also be a criminal offense, if construed to be commercial bribery. Option A is incorrect because intentionally and actively seeking out disadvantaged sources for the submission of bids is an acceptable component of a small and disadvantaged supplier development program. Option B is incorrect because awarding a contract to the lowest responsible bidder maintains the integrity of the competitive bidding process. Option D is incorrect because establishing a deadline during negotiations is a legitimate tactic that may be incorporated into the planning phase of a negotiation.

C.P.M. questions and answers submitted by Certification Instructor, Dave Chojnacki, C.P.M.

Volunteer Openings

Join a Committee! There is no better opportunity for career and leadership growth, or the opportunity to gain more than you give than by joining or leading an NAPM-Milwaukee committee. Committee involvement is tailored to work around your full-time job. There are current openings on committees that require just a few hours per year if you'd like to get your feet wet and get an idea of what it's all about!

Communications Committee

Buylines Reporter: We need you to help publish the NAPM-Milwaukee Buylines. Your skills in gathering association information and writing are needed to publish a few short articles about NAPM-Milwaukee in our monthly newsletter. (2 hours /month)

Web Site Coordinator: One volunteer is needed to help keep our web site <http://www.napmmilwaukee.com/current> and up-to-date by performing a weekly review of web site content and informing service provider of needed changes. (1 hour/week)

Contact **Robert Barwick** at rbarwick@ci.west-allis.wi.us for more information.



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

BUSINESS SURVEY REPORT

December - 2005

The Seasonally Adjusted Milwaukee Index increased two points to 66 in December. New Orders Received increased one to a very respectable 64. Production went down eight to 62. Still a very good number. Backlog dropped three to 57 this month. Supplier Lead Times are going the wrong way. A six point drop to 38.

Blue

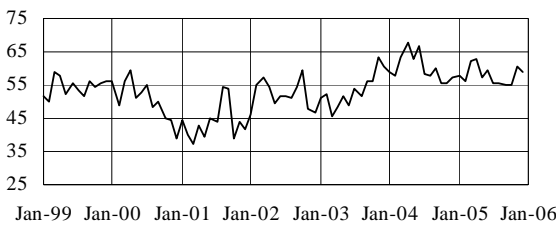
Collar Employment increased eight points to 66. White Collar Employment increased five points to 55 this month. Inventory Levels really took a hit. They are down eleven points to 51. Capital Equipment went the right way. It is up two to a barely growing 54. The

Level of Purchasing Activities are down five points to a still strong 68.

The Prices Paid Index went up two points to 65. Eleven increased in price, two did not change and eight went down. Nineteen of the twenty-one measured are above 50. Fuel went up twenty-nine. This was followed by Petroleum at twenty points. Castings and Copper are

up eight points. Computer Hardware/Software took a seventeen point hit this month. Must be some good prices out there. Hydraulic Components and Ferrous declined seven points.

Milwaukee Index



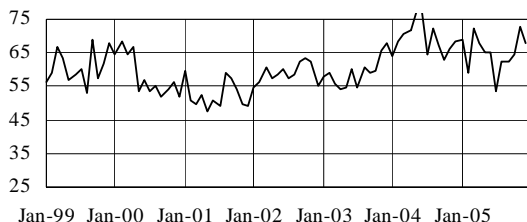
Date	Index
December-2005	59
November-2005	61
October-2005	55
September-2005	55
December-2004	57
December-2003	61
December-2002	47

Commodity Price Index

Aluminum	72	Electronic Components	53	Plastics	77
Casting	73	Forgings	67	Plating	69
Chemicals	75	Fuel	79	Precious Metals	82
Computer Hardware/Software	39	Hydraulic Componentets	57	Printing Paper	55
Copper, Brass, Bronze	85	Office Supplies	50	Rubber Products	67
Corrugated/Packaging	64	Petroleum Products	80	Stampings	58
Electric Motors/Transformers	55	Piping & Tubing	59	Ferrous (Steel, Stainless)	57

Commentary:
Average went up two points to 65 this month.

Level of Purchasing Activities



Date	Increase %	Same %	Decrease %	Index
December-2005	48	40	12	68
November-2005	54	38	8	73
October-2005	44	41	15	65
September-2005	41	43	16	62
December-2004	43	51	6	69
December-2003	44	47	9	68
December-2002	27	56	16	55

Commentary: A five point drop to 68. Still quite busy at this number.

Membership Page - Reflections from the December Meeting



*New Member
Aaron Chorowicz, Kohler Company*



*New Member
Cyndi Blair, All-Glass Aquarium Co.*



*New Member
Heidi Gleason, Kohler Company*



*New Member
Veronica Kinzel, Harley Davidson*



*New Member
Victoria Tischer, American Transmission Co.*



*New Member
Chris Tolliver, Wurth Adams*



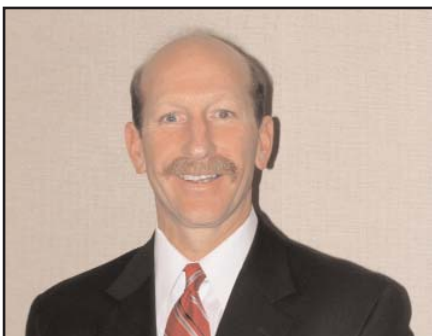
*Annual Supplier Showcase
& Dinner Meeting*



December Dinner Meeting



*Showcase Supplier-Enterprise Rent-A-Car,
Kacey Brachman*



*Keynote Speaker, Keith Tozer of the
Milwaukee Wave*



*U.S. Marines detailing their
Toys for Tots Program*



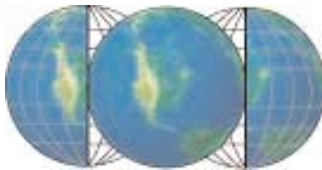
Name that Country Contest Winners

National
Association of
Purchasing
Management

Milwaukee

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

www.napmmilwaukee.com



You Can Trust the Specialist at Transpak

- Export Packaging
- Contract Packaging, Fulfillment, and Distribution
- Government and Military Packaging
- Mobile Packaging Services
- 465,000 Sq. Ft. Indoor/450,000 Sq. Ft. Outdoor Warehousing
- Overhead Crane Facility
- Custom Packaging, Engineering, Consultation, and Testing Lab
- Ocean Container Loading
- Member International Safe Transit Association



Recipient of the Governor's Export Award

235 East Pittsburgh Avenue • Milwaukee, Wisconsin 53204-1492
Phone (414) 273-5036 • Fax (414) 271-3260
E-Mail - Pwend75@AOL.com

Special Thanks to our Annual Supplier Showcase Exhibitors ...

- Advanced Forming Technology
- Alro Steel
- Corporate Express
- Engman-Taylor
- Enterprise Rent-A-Car
- Fastenal Company
- FPM LLC
- Lakeland Supply, Inc.
- Marlow & Sons Machining
- Nelson Container
- Olive Promotions
- Pro Mark
- Wurth Adams Nut & Bolt