

# BuyLines



Volume II, Issue III

A Monthly Newsletter of NAPM-Milwaukee

March 2006

## Tuesday, March 14, 2006

Educational/Dinner Meeting  
Sheraton Brookfield

**BRING YOUR BOSS  
FOR NO COST!**

5:30 p.m. Registration  
5:45 p.m. Pre-Dinner Mtgs.  
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](http://www.napmmilwaukee.com)

### Next Meeting:

Tuesday, April 11th  
Plant Tour at Quad/Graphics-  
Sussex & Dinner at Silver  
Spring Country Club

## March Educational/Dinner Meeting

### TOPIC: ISM SERVICES AND RESOURCES

**Keynote Speaker: Jan Miller, Vice President, Affiliate Support, Institute for Supply Management**

#### ISM: What it is; where its headed

ISM's mission statement is for ISM to lead supply management. Learn what initiatives ISM has put into place and has plans to put into place to elevate the perception of supply management and supply management professionals. Members of the Institute for Supply Management with their busy schedules, often aren't aware of new resources developed to assist them in their professional lives. In this session we will take a closer look at how you can take full advantage of the benefits of your membership in ISM.

**Speakers Bio:** Jan Miller is ISM's Vice President for Affiliate Support. Her area has principle responsibility for all assistance provided to, organizational training tools provided for, and serving as the primary liaison between affiliates, Groups and Forums. Jan serves as staff contact for the Affiliate Support Council, the Groups and Forums Support Council, and three Leadership Training Workshop Committees. Jan is responsible for coordinating all aspects of three ISM Leadership Training Workshops annually, including planning training content with each of the Leadership Training Committees.

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### Update in Freight Trends

Lee Steelter, LTL Freight

**Presented by the Raw Materials Committee**



### Pre-Dinner Sessions

#### ISM Web Site: How to Navigate the ISM Website

Jan Miller, ISM VP for Affiliate Support

**Presented by Communications Committee**

#### Purchasing of Machinery

Trends in the market • Evolution of machine tools in today's industry (combined processes, etc.) • How to select machines & where to look • The buying process

John Gennrich, Sales Engineer  
Mori Seiki Mid-American Sales

**Presented by Capital Equipment Committee**

### Dinner Menu

Tossed Garden Salad, Tenderloin Tips with Buttered Noodles in a Dijon Mushroom Sauce, Green Beans, Pecan Pie

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



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*Letter from the President*

Greetings NAPM-Milwaukee Members,

Whereas: The supply management profession makes important contributions to the quality, efficiency, and profitability of small and large organizations and businesses in public and private sectors across the United States; and,

Whereas, The supply management profession involves the identification, acquisition, access, positioning, and management of resources the organization needs or potentially needs in the attainment of its strategic objectives; and

Whereas, Nationally, the supply management profession is responsible for managing and monitoring billions of dollars' worth of goods and services every year, which directly influences the U.S. economy; and,

Whereas, The National Association of Purchasing Management - Milwaukee in conjunction with The Institute of Supply Management and various supply management associations worldwide, will be holding activities and special events to inform the public on the role of supply management within business, industry and government;

THEREFORE, I, Greg Modlinski, C.P.M., President of the board of directors, for NAPM-Milwaukee, do hereby proclaim March 2006, to be Supply Management Month.

"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**

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 Milwaukee, WI 53225

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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

### Breakfast Seminars

- 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](http://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](http://www.napmmilwaukee.com)

The remaining programs planned for the 2005-06 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.*

### Full Day Seminar

**Time Management** — Tuesday, May 16, 2006 at NAPM-Milwaukee Offices

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

## 3-Month Calendar of Events

### 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

**Channel 10/36 Pledge Drive**

Tuesday, March 7, 2006

**The Inaugural Global Supply Management Conference**

Wednesday, March 8 and Thursday, March 9, 2006  
 Embassy Suites, Tempe, AZ  
<http://www.ism.ws/Conferences/Global06Front.cfm>

**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

**Informational Web Seminar:**

March 23, 2006 - Noon  
*ISM's Certified Professional in Supply Management (CPSM)*  
 Location: NAPM-Milwaukee Office

**Evening Seminar:**

March 30, 2006 - 6:00-8:30 p.m.  
*Contract Issues that Purchasing Managers Need to Remember* Featuring Attorney John L. Kirtley  
 Location: NAPM-Milwaukee Office

### 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  
*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

## New Members, Welcome!

**Scott Knop**, *Director of Materials & Logistics*  
Schoeneck Containers, Inc., New Berlin, WI

**Michael Sanfilippo**, *Buyer I*  
Kohler Company, Kohler, WI

**Brian Berndt**, *Sr. Buyer*  
Paper Machinery Corp., Milwaukee, WI

**David Sebesta**, *Buyer II*  
Kohler Company, Kohler, WI

**Yan (Amy) Shen**, *Buyer*  
Kohler Company, Kohler, WI

**Yuehua (Connie) Zhang**, *New Product Buyer*  
Kohler Company, Kohler, WI

**Scott Frahm**, *Procurement Specialist*  
Bechtel Corp, Oak Creek, WI

**Charlie Wartgow**, *Supply Chain Ops Leader*  
Harley Davidson Motor Co., Milwaukee, WI

## Congratulations, C.P.M. Original Lifetime Certification

Milada Moucka, C.P.M.

## C.P.M. Classes

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

**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.

The office is now selling **C.P.M. Review Study Guides** (7th Edition) for \$35. 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.



## 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 interested, please contact Ray McInerny at [rmcinerney@dynexhydraulics.com](mailto:rmcinerney@dynexhydraulics.com).

## Channel 10/36 Volunteer Opportunity

Please join your colleagues from NAPM-Milwaukee on Tuesday, March 7, 2006 as we answer phone calls and collect donations for Channel 10/36. This is a short time commitment that is an excellent service to our community. Interested members should contact Dick Wood at 262-377-8665 or [wooddick@aol.com](mailto:wooddick@aol.com).



## 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@yahoogroups.com](mailto:NAPMSteelBuyers-subscribe@yahoogroups.com). To send a message to the group, send an e-mail to [NAPMSteelBuyers@yahoogroups.com](mailto:NAPMSteelBuyers@yahoogroups.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*

**Certified Professional in Supply Management (CPSM)**

Certified Professional in Supply Management (CPSM) is the name for the New Qualification Institute for Supply Management(tm) (ISM) announces the Certified Professional in Supply Management (CPSM) as the title for the profession's new qualification. The Certified Professional in Supply Management is slated to be the qualification that supply management professionals strive to obtain. The CPSM will be relevant internationally and reflect the expanded education, skills and experience needed to be a successful supply management professional. The CPSM will debut in 2008.

The development of the CPSM further enhances ISM's mission to lead supply management. The qualification will recognize the expanded education, skills and experience needed to be successful as a supply manager. Today's professionals are facing both increasingly complex supply relationships and a greater reliance on technology. ISM assumes the responsibility to raise its professional and educational standards to meet the current and future demands of the profession.

ISM's Certification Committee and ISM's Board of Directors agree that the development of the Certified Professional in Supply Management (CPSM) qualification is a necessary and forward-thinking move for the organization and the profession. The CPSM will include information on all segments of supply management as defined by ISM.

For more information, go to <http://www.ism.ws/Certification/index.cfm>

To receive more information on the new CPSM qualification as it becomes available, you can also Join ISM's new CPSM e-mail update list by going to <http://www.ism.ws/Certification/CertNewQualForm.cfm?action=Join>



**March is Supply Management Month**



Supply Management Month provides an opportunity to increase the awareness and recognition of the field of supply management and share examples of how strategic supply management impacts every corner of business ... and the world.

The Institute for Supply Management(tm) will be participating in the 2006 Supply Management Month campaign. Help us make Supply Management Month a success by spreading the word in your own area and among your business contacts.

**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 - <a href="mailto:john.lapinske@etwinc.com">john.lapinske@etwinc.com</a>
Membership	Ray McInerney - <a href="mailto:rmcinerney@dynexhydraulics.com">rmcinerney@dynexhydraulics.com</a>
MRO	Jim Truog - <a href="mailto:james.truog@am.wackergroup.com">james.truog@am.wackergroup.com</a>
Newsletter	Robert Barwick - <a href="mailto:rbarwick@ci.west-allis.wi.us">rbarwick@ci.west-allis.wi.us</a>
Services	Jim Truog - <a href="mailto:james.truog@am.wackergroup.com">james.truog@am.wackergroup.com</a>
Website	Robert Barwick - <a href="mailto:rbarwick@ci.west-allis.wi.us">rbarwick@ci.west-allis.wi.us</a>

For a complete list of volunteer openings, please visit [www.napmmilwaukee.com](http://www.napmmilwaukee.com)

# BUSINESS SURVEY REPORT

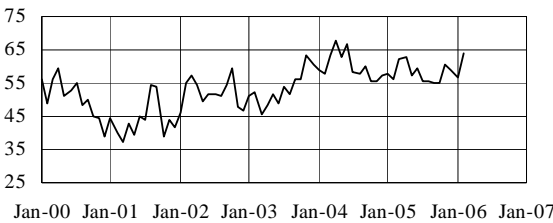
## February - 2006

The Seasonally adjusted Milwaukee Index increased five points to 61 in February. The Raw Index increased seven points to 64. New Orders rose eight points to 72 this month. Production is up eight also. It now stands at 67. Backlog increase fifteen points to 67 also. Supplier Lead Times improved slightly to 40. That is up two points.

Capital Equipment rose three points to 63. The Level of Purchasing Activities is now at 73, a six point increase.

The Prices Paid index did not change. It is still at 63. Eleven increased and ten declined. Plating and Corrugated Packaging increased twelve points. This was followed by Aluminum at seven. Rubber Products declined thirteen

### Milwaukee Index



Date	Index
February-2006	64
January-2006	57
December-2005	59
November-2005	61
February-2005	56
February-2004	58
February-2003	52

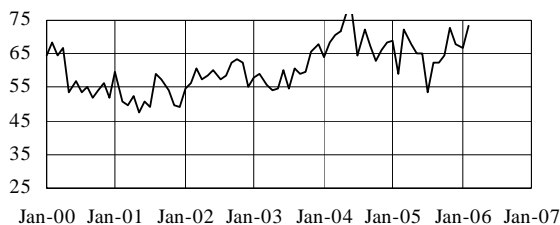
Blue Collar Employment rose a point to 62. White Collar Employment declined five points to 52. Inventory Levels increase eight points to stand at 65.

Chemicals went down eleven. Computer Hardware/Software is down seven points.

### Commodity Price Index

Aluminum 79	Electronic Components 50	Plastics 55	<b>Commentary:</b> No change this month. Still at 63.
Casting 68	Forgings 61	Plating 68	
Chemicals 63	Fuel 86	Precious Metals 80	
Computer Hardware/Software 46	Hydraulic Componentets 50	Printing Paper 70	
Copper, Brass, Bronze 90	Office Supplies 53	Rubber Products 54	
Corrugated/Packaging 71	Petroleum Products 76	Stampings 56	
Electric Motors/Transformers 58	Piping & Tubing 56	Ferrous (Steel, Stainless) 61	

### Level of Purchasing Activities



**Commentary:** A six point increase to 73. We are busier.

Date	Increase %	Same %	Decrease %	Index
February-2006	50	46	4	73
January-2006	45	43	12	67
December-2005	48	40	12	68
November-2005	54	38	8	73
February-2005	33	51	15	59
February-2004	46	44	10	68
February-2003	34	50	16	59

## *Membership Page - Reflections from the February Meeting*



Keynote Speaker James Kiser, C.P.M. is greeted by Mike Grimm, C.P.M.



President Greg Modlinski, C.P.M. addresses our membership.



James Kiser speaks on keeping your suppliers in America.

### **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:

- Seminar passes are non-transferable

### **SAVE-THE-DATE: March 30, 2006, 6-8:00 p.m., NAPM-Milwaukee Office**

#### ***Contract Issues that Purchasing Managers Need to Remember***

Featuring Attorney John L. Kirtley, Godfrey & Kahn, S.C.

- What are some of the big issues that wind up in legal battles that could be prevented by prior attention?
- Battle of the Forms: Purchase Order, Order Acknowledgement and more
- Important Terms in a Master Agreement
- Terms and Conditions
- . . . And much more!

Cost: \$35 Members, \$50 Non-Members\* (\*Join NAPM-Milwaukee and attend FREE)

### **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 March meeting.***

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Secretary/Treasurer  
Vice-President

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

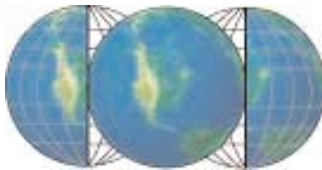
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