

# BuyLines



Volume III, Issue III | A Monthly Newsletter of NAPM-Milwaukee | March 2007

## ~Awards Night~

**Tuesday, March 13, 2007**

Educational/Dinner Meeting  
Sheraton Brookfield

- 5:30 p.m. Registration
- 5:45 p.m. Pre-Dinner Meetings
- 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
- Tenderloin Tips with Buttered Noodles in a Dijon Mushroom Sauce
- Green Beans
- Pecan Pie



## March Educational/Dinner Meeting

### TOPIC: SUPPLY MANAGEMENT STRATEGIES

**Keynote Speaker: Steve DuVall**  
*Harley-Davidson Motor Company*

Steve DuVall from Harley-Davidson Motor Company will be our keynote speaker for the March Educational/Dinner Meeting.

He will be covering the following regarding **Supply Management Strategies**:

- o Brief overview of Harley-Davidson
- o Brief overview of Materials Organization at Harley-Davidson
- o Approach to supplier relationships
  - How we view the relationships
  - Business processes we use ongoing to facilitate integration
- o Seeking stability within the supply base
  - What we have seen happen
  - Factors considered in evaluating risk
  - How we respond

See Steve's bio on page 8.

### Pre-Dinner Session

#### C.P.M. New Certification Process

Presenter: Scott Sturzl,  
Institute of Supply Management

*Presented by the Certification Committee*

**\*\* We will also be giving out awards, announcing new board nominations, and voting on changing NAPM-Milwaukee's name to ISM-Milwaukee.\*\***

**Next Meeting:** Tuesday, April 10, 2007

Tour of Children's Hospital at 4:30pm (*Limit to the first 50 people*)  
Dinner and Keynote Speaker following at 6:30 p.m.  
at the Sheraton Brookfield (open to all)

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

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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*

I have a tendency to make these letters longer than I (and quite likely a good number of you) would like. This month I just want to focus on a couple of key items. First off, I am pleased to announce that due to the hard work and dedication of a significant number of our volunteers, NAPM-Milwaukee has earned **"The Affiliate Excellence Award"** for 2006. This is quite an accomplishment, as there are a number of categories where the organization must demonstrate "best practices" and meet some pretty high standards to qualify for the award. Congratulations to all are certainly in order, particularly to **Mary Sieger, C.P.M.** who played the lead role in preparing our submittal.

Secondly, March is **"Supply Management Month."** I hope that all of you post the fold out poster, provided by ISM, proclaiming the event in a prominent position within your organization. It is important that we highlight within our companies the ever expanding role we play in their strategic success or failure. As more is being asked of us, we must constantly be learning new skills and sharpening our existing skills so that our impact is positive, and leads to growth and success for ourselves and for our employers in an ever more competitive global environment. ISM recognizes the expanding role we play and will begin offering a new comprehensive certification in 2008 "Certified Professional in Supply Management". We are pleased that Scott Sturzl of ISM staff will be joining us at a pre-dinner session to provide an overview of the new certification; the process to become certified, and to answer questions. Please be sure to plan to arrive in time to attend the 5:45 p.m. session.

We will also be presenting our annual awards at this meeting, in addition to announcing the slate of candidates selected by the nominating committee, not to mention the taking of a vote to change our name to ISM-Milwaukee. To top the evening off we will have Steve DuVall of Harley-Davidson speaking on Supply Management Strategies.

Please plan on joining us for our March 13th **"Supply Management Month"** meeting. It should prove to be a very interesting and informative evening with educational and networking opportunities. I look forward to seeing many of you there, and I ask that those who haven't come to a meeting for awhile make plans to join us. You will not be disappointed.

Best Regards,

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

NAPM-Milwaukee  
**BuyLines**

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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.*

### **Breakfast & Dinner Seminars**

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](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

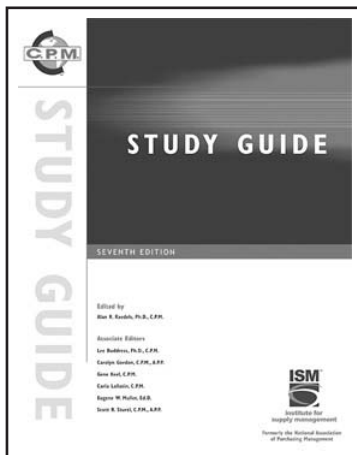
Non-Member Rate: \$50.00/per module

**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
March 5, 2007	<b>Module 4 (night class)</b> Instructor: David Chojnacki, C.P.M.
March 7, 2007	<b>Module 4 (night class)</b> Instructor: David Chojnacki, C.P.M.
March 14, 2007	<b>Modules 1 &amp; 2 (day class)</b> Instructor: Dr. Russell Morey, C.P.M.
April 11, 2007	<b>Modules 3 &amp; 4 (day class)</b> Instructor: Dr. Russell Morey, C.P.M.

## New Members, Welcome!

**Mark Jorgensen**  
*Student*  
Waukesha County Technical College

**Jianhua Liu**  
*Buyer Analyst, Off-Shore*  
Bucyrus International, Inc.

**Daniel O'Hagan**  
*Student*  
Carroll College

**Jason Reigel**  
*Estimator*  
DCI Marketing

**Gloria Smith**  
*Buyer*  
HUSCO International

**Todd Turk**  
*Senior Buyer*  
P&H Mining



## Congratulations NAPM-Milwaukee

NAPM-Milwaukee has earned the prestigious **2006 Affiliate Excellence Award** from the Institute for Supply Management.

The Affiliate Excellence Awards were established to recognize those affiliates that demonstrate excellence in their professional operations, educational offerings, and recruitment, training, and retention efforts, while at the same time communicating the value and prestige of the Institute for Supply Management and the supply management profession.



## 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:	Bruce Balthazor, C.P.M.
President:	Mary Sieger, C.P.M.
Secretary/ Treasurer:	Michael Grimm, C.P.M.
Vice President:	Robert Barwick, A.P.P.
Vice President:	James Truog, C.P.M.
Vice President:	Cynthia Collins
Director 2008:	Claudia Howard, C.P.M.
Director 2009:	Art Noe
Director 2010:	Denise Mankiewicz, C.P.M.
Director 2011:	Dan Smead

# BUSINESS SURVEY REPORT

## February - 2007

The Seasonally Adjusted Milwaukee Index declined five points to 58 this month. The Raw Index went down five also. There was no change in New Orders Received. It is still at 64. Production dropped four points to 64 this month. Backlog went up two to 61 in February. Supplier Lead Times went the wrong way. It declined seven points to 41.

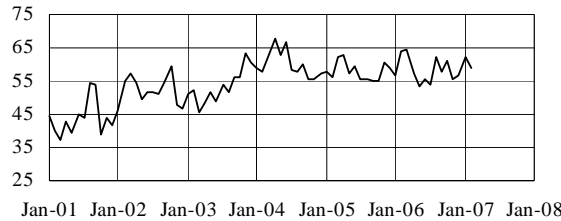
### Blue

Collar Employment is down nine points to close at 55. White Collar Employment is at 59, declining four points. Inventory Levels went down a point to 64. Capital Equipment is down eleven to 56. Not much

better than replacing broken equipment. The Level of Purchasing Activities went down six points to 64.

The Commodity Price Index did not change. It is still at 54. Eight went up, four did not change and nine declined. Eleven at still above 50, eight at 50 and two below 50. Precious Metal rose thirty-one points. This was followed by Fuel at twenty-nine and Ferrous at twelve. Petroleum went up seven points. The biggest decline was eighteen for Chemicals Electric Motors sent down seventeen. Piping and Tubing dropped thirteen.

### Milwaukee Index



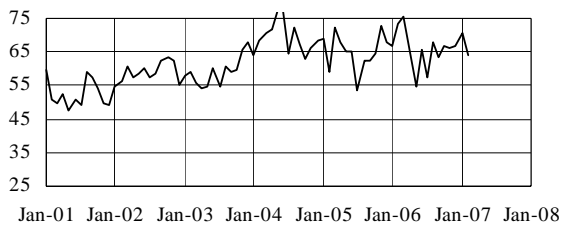
Date	Index
February-2007	59
January-2007	62
December-2006	57
November-2006	56
February-2006	64
February-2005	56
February-2004	58

### Commodity Price Index

Aluminum 57	Electronic Components 50	Plastics 50
Casting 61	Forgings 64	Plating 55
Chemicals 50	Fuel 62	Precious Metals 75
Computer Hardware/Software 50	Hydraulic Componenets 54	Printing Paper 50
Copper, Brass, Bronze 41	Office Supplies 50	Rubber Products 50
Corrugated/Packaging 56	Petroleum Products 57	Stampings 50
Electric Motors/Transformers 47	Piping & Tubing 53	Ferrous (Steel, Stainless) 56

**Commentary:**  
No change this month. Still at 54.

### Level of Purchasing Activities



Date	Increase %	Same %	Decrease %	Index
February-2007	38	53	9	64
January-2007	56	30	15	70
December-2006	43	47	10	67
November-2006	39	55	6	66
February-2006	50	46	4	73
February-2005	33	51	15	59
February-2004	46	44	10	68

**Commentary:** We are not quite as busy. Down six points to 64.

## 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.



***At the March meeting we will also be giving out awards and  
announcing new board nominations.  
Don't miss this exciting meeting!***



**SAVE THE DATE!**  
**NAPM-Milwaukee**  
**Golf Outing**

**August 20, 2007**  
**Mequon Country Club**

*Stay tuned for more  
information!*

## *About our March Keynote Speaker*

### **Steve DuVall**

*Harley-Davidson Motor Company*

Steve is currently the Senior Manager for the Supply Base Management group which is part of the Development Purchasing organization located at Harley's Product Development Center in Wauwatosa, WI. The primary responsibilities of the group is sourcing strategy development and implementation, supplier relationship management, material cost management, and contract management for the OE supply base which represents an annual spending of \$1.3B.

He has been with Harley-Davidson Motor Company for more than 13 years and has held both staff and leadership positions within materials. He has worked at three of the five manufacturing operations and he was one of the original team members supporting the start up the Kansas City, Missouri vehicle assembly plant in 1998.

Prior to joining Harley-Davidson Motor Company, Steve was a Purchasing Agent for Sundstrand Aerospace in Rockford, IL. He received a B.S. in Business Administration from the University of Illinois and completed his MBA at the University of Missouri - Kansas City.