

Tuesday, May 9, 2006

Educational/Dinner Meeting
Sheraton Brookfield

AWARD NIGHT

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

Next Meeting:

Tuesday, September 12, 2006
Silver Spring Country Club
Golf Outing & Dinner Meeting

May Educational /Dinner Meeting

**TOPIC: CONQUERING THE MEDIA:
A PRO REVEALS HER SECRETS**



Featuring Keynote Speaker, Sue Castorino

Sue Castorino is president of The Speaking Specialists, providing media training, crisis communication, issue management, public speaking instruction and private coaching to individuals and groups. She founded the company in 1986, following a distinguished career in broadcast journalism.

She advises leaders in business, medicine, law, technology, finance, and sports organizations. She also provides counsel to collegiate and world-class professional athletes, including those in the 2000 Summer Olympics in Sydney, the 2002 Winter Games in Salt Lake City, and the 2004 Summer Olympics in Athens. She has conducted communications sessions for executives and professional in North America, South America, and Europe.

Castorino spent more than fifteen years as a news anchor and reporter at several stations in Chicago. During that time, she conducted thousands of interviews and covered major events. Castorino has hosted a variety of shows and several award-winning programs.

Castorino is a frequent lecturer and seminar leader on topics ranging from "Preparing to Meet the Press" to "Freedom for Fear of Public Speaking", discussing persuasive communications, overcoming speaking anxiety, understanding the media, and crisis management. She also narrates documents and special programs. A native of Columbus, Ohio, she is a graduate of the Northwestern University School of Speech. She received a fellowship from the Ohio Governor's School and is listed in "Who's Who in Media and Communications" and "Who's Who in America".

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Pre-Dinner Sessions

**Procurement's
Changing Role in
Corporate Travel**

Presenter: Lori Dale of
Omega Travel

Presented by the Global
Sourcing Committee



**Thinking Inside the
Box: The Corrugated
Market and its Supply
Chain**

Presenter: Tom Nelson -
President, Nelson
Container

Presented by the MRO
Committee

**Getting the Most out
of the Business
Survey Report**

*Learn how the Business
Survey is prepared and what
it all means.*

Presenter:
Eric Dietenberger,
UW-Milwaukee

Presented by the Business
Survey Committee

Dinner Menu

Soup Du Jour, Chicken Cordon Blue, Rice Pilaf,
Seasonal Vegetables, Raspberry Sorbet

To register, go to www.napmmilwaukee.com



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Letter from the President

Greetings NAPM-Milwaukee Members,

It seems as though I was just composing my first President's message, and now I write my last. To say time has flown by is an understatement. As I reflect back on the year, I wanted to re-visit my first message.

I stated back in September that I wanted to focus on the following:

- **Education and Certification of our membership.** This past year we had a full calendar of educational events, including satellite and the newly created breakfast-seminar series. We also increased the number of C.P.M. Review Modules and will be offering even more next year.
- **Promote Supply Management Profession**
 We had two great offsite Plant Tours at Wacker Co. and Quad Graphics. Also this past March, we celebrated Supply Management Month, and had Jan Miller, ISM V.P., as our guest speaker.
- **Focus on Members**
 We recruited 45+ new members in the past 8 months, created a "members only" section, membership directory, and Metal Buying list serve on our website.
- **Participation and Opportunities for Leadership**
 We restructured committees and leadership positions, will recognize key volunteers with awards this month, and welcome Art Noe (Quad/Graphics), Frank Wolkenheim (Bruno), and Denise Mankiewicz (Rockwell) to the NAPM-Board of Directors 2006-2007.
- **Build on Communication**
 We are sending out our newly improved monthly "BuyLines" newsletter, have scrolling announcements at our meetings, and have enhanced our website.
- **New Service Provider- Wisconsin Association Management (WAM)**
 We have completed a full year with improved service and responsiveness to our members, committees, and board. We are utilizing new facilities for board and committee meetings.

So reflecting back, I feel we have accomplished what we set out to do. I want to thank our dedicated Board of Directors, committee chairs, committee members and Wisconsin Association Management for making it possible.

Keep in mind this is your association and what you put into it, is what you get out of it. As always, I welcome your feedback and encourage your participation. "Good Buy" and hope to see you at an upcoming meeting or seminar.

Best regards,
 Greg Modlinski, C.P.M., *President NAPM-Milwaukee Board of Directors*

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
 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, 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

One Satellite Seminars is 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 program planned for the 2006 program year is:

- **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.

Upcoming Satellite Seminars

- Thursday, October 12, 2006 **Finance for the Supply Professional**
- Thursday, February 8, 2007 **Critical Business Skills for Effective Supply Chain Leaders**
- Thursday, April 19, 2007 **The Business Case for Diversity in a Social Responsibility Context**
- Thursday, June 7, 2007 **Project Management for Supply Professionals**

2-Month Calendar of Events

May

Educational/Dinner Meeting:

Tuesday, May 9, 2006
Conquering the Media
Speaker: Sue Castorino
Location: Sheraton Brookfield

Full Day Seminar:

Tuesday, May 16, 2006 - 8:00 a.m. - 5:00 p.m.
Time Management
Location: NAPM-Milwaukee Offices

Breakfast Seminar:

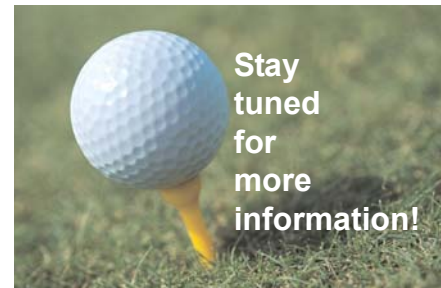
Wed., May 17, 2006 - 8:00 a.m. - 10:30 a.m.
Consortium Purchasing
Location: NAPM-Milwaukee Offices

September

Golf Outing/Dinner Meeting:

Tuesday, September 12, 2006
Location: Silver Spring Country Club

****SPONSORSHIPS AVAILABLE****



Full Day Seminar - Time Management for 21st Century Leaders

Tuesday, May 16, 2006 at NAPM-Milwaukee Offices, 8:00 a.m. - 5:00 p.m.

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

Register on-line at www.napmmilwaukee.com

New Members, Welcome!

Mike Birringer
Strategic Buyer
Milsco Mfg. Co.

Philip Cross
Project (Advanced) Purchasing Manager
Huf-North America

Curt McAteer
Purchasing Manager
Milwaukee Forge

Cindy Hamelink
Buyer
Iris USA, Inc.

Randy Marks
Buyer
Standard Electric Supply Co.

Steve Soczka
Buyer
Standard Electric Supply Co.

Sheri Tudjan
Buyer
Iris USA, Inc.

Paul Van Boxtel
Global Purchasing Manager
Johnson Polymer

LeRoy Zimdars
V.P. Supply Management
Milsco Mfg. Co.

C.P.M. Classes

Register on-line at www.napmmilwaukee.com

Module 1: September 11 & 13, 2006
Module 2: September 18 & 20, 2006
Module 3: September 25 & 27, 2006
Module 4: October 2 & 4, 2006
at NAPM-Milwaukee Offices
11801 W. Silver Spring Dr.
Instructor: David Chojnacki, C.P.M.

Additional class series to be announced soon.

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.



Getting the Most Out of NAPM-Milwaukee

If you are looking to advance yourself in the supply management profession or you are pursuing a new supply management job, joining a NAPM-Milwaukee Committee can do wonders for your resume. There are many opportunities for you to become involved in NAPM-Milwaukee; each giving you noted experience, which your prospective employers will not be able to overlook. Volunteering on a NAPM-Milwaukee committee shows you are ambitious and enthusiastic about supply management and also shows that you take your work seriously and are interested in keeping your skills honed. Joining also gives you a chance to network with your peers, and develop leadership skills. There is so much more to NAPM-Milwaukee than attending the dinner meetings. Please consider joining a NAPM-Milwaukee Committee, you are always welcome.

A circuit preacher and his young son traveled the countryside on horseback. When they approached a small town the preacher would offer to preach a sermon at the small church in exchange for what the congregation could afford to pay. At one such small church, the preacher and his son entered the church and the preacher casually threw a quarter into the poor box.

After a fine sermon, one of the congregation stood and thanked the preacher and said, "We're a small church and we can afford to pay you only what's in the poor box." He opened the box and dropped the contents into the preacher's hand...a quarter. As the preacher and his son were riding away, the preacher was grumbling about the meager pay. The son listened for a bit and said "Dad, if you wanted more out, why didn't you put more in?"

Moral of the story: You always get out of life, and your job pretty much what you put into it! Why not make it really pay-off by joining one of our committees today.

**We need your experience. We need your commitment.
We need your energy and ideas. Become a volunteer today.**

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 - john.lapinske@etwinc.com
Membership	Ray McInerney - rmcinerney@dynexhydraulics.com
MRO	Jim Truog - james.truog@am.wackergroup.com
Newsletter	Robert Barwick - rbarwick@ci.west-allis.wi.us
Services	Jim Truog - james.truog@am.wackergroup.com
Website	Robert Barwick - rbarwick@ci.west-allis.wi.us

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

2006 ISM Conference Proceedings

The 2006 ISM International *Conference Proceedings* is now available on the ISM Web site for ISM members and nonmembers.

The *Conference Proceedings* contains over 65 Conference presentations submitted for publication by this year's Conference presenters. The online *Proceedings* can be sorted by title, author, or topic.

To access this year's *Proceedings*, go to
<http://www.ism.ws/DocumentArchive/index.cfm?PublicationID=5>

Certification Corner

Lifetime C.P.M. Certification & Lifetime A.P.P. Accreditation

Lifetime Certification or Lifetime Accreditation means recertifying or reaccrediting for the last time. The applicant must document 18 years of full-time professional supply management experience to obtain Lifetime Certification or Lifetime Accreditation.

When you meet the criteria, you can apply right away. You do not need to wait until your recertification or reaccreditation is due. Just complete the appropriate application, include proof of employment since your original application, and document CEHs (see table below). Experience previously approved on your original application does not have to be documented again. If you are not sure how much experience was approved, please contact ISM via e-mail at certification@ism.ws.

Those applicants eligible for Lifetime need only submit hours based on the table below.

PRORATED LIFETIME SCALE (CEHS = Continuing Education Hours)		
	C.P.M.	A.P.P.
Held latest certificate one year or less?	21 CEHs	8 CEHs
Held latest certificate less than two but more than one year?	35 CEHs	17 CEHs
Held latest certificate less than three but more than two years?	56 CEHs	25 CEHs
Held latest certificate less than four but more than three years?	70 CEHs	34 CEHs
Held latest certificate less than five but more than four years?	84 CEHs	42 CEHs

If a C.P.M. applicant reaches their 18th year during their one-year grace period, then they will need to document another 21 hours (total of 105 hours). For the A.P.P., another 7 hours is required (total of 49 hours).

We recommend that you download the appropriate Recertification or Reaccreditation application from the ISM Web site to review all of the requirements.

**New Membership Service:
Online Membership Directory & “Member’s Only” Section**

NAPM-Milwaukee is always looking for new and innovative membership services. The highly anticipated “Member’s Only” section is now live at our website, located at www.napmmilwaukee.com. To log in to this special area, use your last name as your login in, and your ISM ID# as your password. If you do not remember your ISM number, simply click “Forgot password?” and it will conveniently be e-mailed to you.

The “Member’s Only” section includes:

- State-of-the-art searchable Membership Directory
- Resource Library
- Purchaser’s Glossary of Terms
- NAPM Bylaws and Forms
- Specialized networking groups



BUSINESS SURVEY REPORT

April - 2006

The Seasonally Adjusted Milwaukee Index is down nine points this month to 56. New Orders Received went down eight points to 63. Production dropped nine points to stand at 64. Backlog is down six points to 54. Supplier Lead Times declined six points to 36.

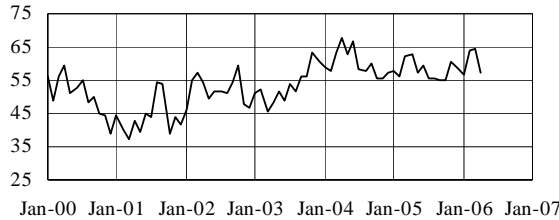
Blue Collar Employment went down four points to 60. White Collar Employment declined two points to 57. Inventory Levels

dropped twenty-four to 41. Capital Equipment went down one point to 62. The Level of Purchasing Activities declined twelve points to 64.

The Prices Paid Index rose six points to 71. Sixteen increased and five declined. Nineteen are above 50 and two below. The biggest increase was twenty for Plating and Stampings. Precious Metal

rose eighteen points. Ferrous is up sixteen and copper ten points.

Milwaukee Index



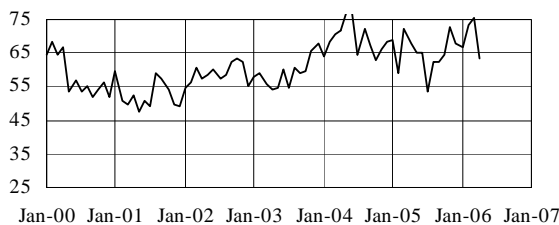
Date	Index
April-2006	58
March-2006	65
February-2006	64
January-2006	57
April-2005	63
April-2004	68
April-2003	48

Commodity Price Index

Aluminum	80	Electronic Components	58	Plastics	60
Casting	78	Forgings	75	Plating	79
Chemicals	77	Fuel	96	Precious Metals	90
Computer Hardware/Software	43	Hydraulic Componentes	57	Printing Paper	56
Copper, Brass, Bronze	89	Office Supplies	48	Rubber Products	63
Corrugated/Packaging	73	Petroleum Products	93	Stampings	73
Electric Motors/Transformers	66	Piping & Tubing	68	Ferrous (Steel, Stainless)	75

Commentary:
A six point rise to 71.

Level of Purchasing Activities



Date	Increase %	Same %	Decrease %	Index
April-2006	43	41	16	64
March-2006	60	30	9	76
February-2006	50	46	4	73
January-2006	45	43	12	67
April-2005	41	54	5	68
April-2004	51	40	9	71
April-2003	26	57	17	54

Commentary: Down 12, but still a 64 which is good.

Membership Page - Reflections from the April Meeting



NAPM members inspecting the massive rolls of paper used by Quad/Graphics during our April Plant Tour at the Quad/Graphics-Sussex facility.



President Greg Modlinski presents a C.P.M. Lifetime Certification to Gary Staab, C.P.M.



Jennifer Schoenwetter from Quad/Graphics was the Keynote Speaker at the Silver Spring Country Club



Gary Staab C.P.M. presents the details for the upcoming September Dinner Meeting/Golf Outing to be held at Silver Spring Country Club on Tuesday, September 12, 2006.

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!).

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.

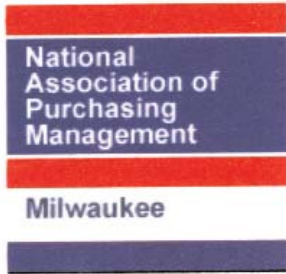
2006-7 Board of Directors

The members of NAPM-Milwaukee have approved a new slate of officers to its volunteer Board of Directors at the April dinner meeting. Volunteer leadership is intricate to NAPM-Milwaukee's success. We appreciate their efforts as well as the continuing support of past Board members.

President
Secretary/Treasurer
Vice-President

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

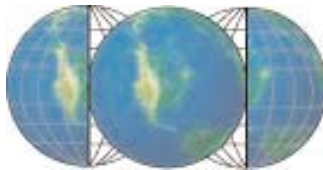
Director 2007
Director 2008
Director 2009
Director 2010
Past-President



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www.napmmilwaukee.com

ANNOUNCEMENT: NAPM-Milwaukee launches "Member's Only" section. *(Details on page 4.)*



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