

Tuesday, November 14, 2006

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

Dinner Menu

- Tossed Garden Salad
- Slice Roasted Turkey Breast with Homestyle Gravy
- Cornbread Stuffing
- Chef's Choice of Vegetable
- Triangle Cake



November Educational/Dinner Meeting

TOPIC: **MACROECONOMIC TRENDS -**

The Cost and Availability of Commercial and Industrial Real Estate

Featuring Keynote Speaker, Mark J. Eppli, Ph.D., Marquette University

Mark J. Eppli is Professor and Robert B. Bell, Sr., Chair in Real Estate at Marquette University. Prior to joining Marquette four years ago, he was Professor of Finance and Real Estate The George Washington University for eleven years.

Professor Eppli has published dozens articles on a range wide range of real estate topics. Professor Eppli is also a Research Fellow and regular instructor for the Urban Land Institute. Additionally, he is coauthor of the forthcoming fourth edition of the ULI's *Real Estate Development* text book.

Prior to obtaining his doctorate, Professor Eppli pursued a career in commercial real estate PM Realty Advisors and General Electric Capital. Professor Eppli earned his Ph.D. from the University of Wisconsin.

In this Issue:

Monthly Meeting Information	1
Message from the President	2
Educational Opportunities	3
C.P.M. Information	4
New Members	5
Food Drive - Hunger Task Force	5
ISM's 92nd Annual International Supply Management Conference & Educational Exhibit	5
October Business Report	6
Reflections from October Meeting	7
Supplier Advertising	8

Pre-Dinner Sessions

Global Sourcing

*Benefits of the Users
Group*

Presenter: Michael Grimm,
C.P.M., CPIM

*Presented by the Global
Sourcing Committee*

Supplier Due Diligence

Presenters:
Ken Weyek and Joe Zupan
of Metavante Corp.

*Presented by the Audit,
Tax and Legal Committee*

Metal Buyers Discussion Forum

Presenter:
Dan Schmidt from
Alro Steel

*Presented by the Raw
Materials Committee*

Next Meeting: Tuesday, December 12, 2006 — Sheraton Brookfield

To register, go to www.napmmilwaukee.com

**2006-2007 PRESIDENT**

Bruce Balthazor, C.P.M.

DRS, Power & Control Technologies, Inc.
brucegbalthazor@drs-pct.com

IMMEDIATE PAST PRESIDENT

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

SECRETARY – TREASURER

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

VICE PRESIDENT – MEMBERSHIP

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

VICE PRESIDENT –**MARKETING & COMMUNICATIONS**

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

**VICE PRESIDENT – VOCATIONAL
ADVANCEMENT**

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

DIRECTOR – PROGRAMS

Frank Wolkenheim, C.P.M.
 Bruno Ind. Living Aids
frank.wolkenheim@bruno.com

DIRECTOR – PRO ED

Denise Mankiewicz, C.P.M., Rockwell Automation
dmankiewicz@wi.rr.com

DIRECTOR – GROUPS & FORUMS

Art Noe, Quad/Graphics
Art.noe@qq.com

DIRECTOR – NETWORKING/RESOURCES

Cynthia Collins
cl1collins@aol.com

STAFF

Naomi Hink, Executive Director
nhink@wamllc.net

Chris Ruditys, Assistant Account Executive
ruditys@wamllc.net

Douglas Stangohr, Chief Financial Officer
doug@wamllc.net

Heather Westgor, Director of Communications
heather@wamllc.net

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 indicated in my first newsletter, our focus this year is on growth. The growth that comes to mind today is that in the size of our donation to Children's Hospital presented to them at the October meeting. Thanks to all who participated and organized our September golf outing that made our record donation of \$6,000 possible. Giving back to the community is one of core goals, and we were very pleased that our efforts were so successful this year. This sets the bar high for next year.

We definitely had a mutually beneficial presentation meeting as Dr Joey Skelton of the N.E.W. (Nutrition, Weight and Exercise) unit at Children's gave a very interesting and thought provoking presentation the growing problems of obesity in our nation, particularly in its children. He provided tips to healthy eating that all could use. A good barometer on how a presentation is received is in how many questions are asked at the end of it. Dr. Joey answered a significant number of very good questions from an audience that was most attentive to his every word.

I want to remind all of you that at our November meeting we will be collecting canned and dry foods for the Hunger Task Force, also in December, we will once again be supporting the Marines and their "Toys for Tots" program. These are both excellent programs that we have supported for a number of years thru your kindness and generosity.

In addition to growth, I indicated that adapting to challenges (or opportunities as some call them) would be another focus for us this year. We have had some challenges thrown our way relating to programs, but the Professional Development Committee has responded to the challenges. They have filled a void that recently occurred in our January Seminar offering, and dinner speaker. The new speaker and topic information will be provided soon. (It may even be in this newsletter). We are planning a number of programs this year, far more than last, and I am excited about that. We have many venues and topics (hopefully a good time slot and pertinent topic for all) Watch our electronic communication for updates on our offerings as they become available, and please, if you do not see what you are looking for, let us know. While on the topics of programs, please keep in mind that you can receive a \$50 credit towards one of our programs for each new member you recruit.

With our increased offerings comes an increasing need for people who wish assume active roles in NAPM-Milwaukee by either serving on, or chairing one of our committees. I can assure you, that it is a rewarding and gratifying experience. As we increase the number of those who are willing to help us structure and administer our programs, the time commitment for those volunteers diminishes. If you think you are at all interested, please contact any Board Member of Committee Chair to find out more about how you can help us help you.

Please plan on joining us on Tuesday the 12th at the Sheraton for a meeting with three excellent pre-dinner offerings; an excellent keynote speaker; and a great opportunity to network with your peers.

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

NAPM-Milwaukee
BuyLines

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

Publisher: Heather Westgor
 Editor: Vikki Spengler

Photographer: Deborah Seal
 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

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

Critical Business Skills for Effective Supply Chain Leaders

Thursday, February 8, 2007

To be successful in today's complex business environment, supply managers are challenged to reach beyond traditional business functions such as finance, marketing and procurement and into operations, customer relationship management and process design. As a supply professional you need an expanded set of business skills, including soft skills in critical thinking, interpersonal skills, time management, motivation and more. We will look at the skills top management identifies as critical today and discuss the implications for supply professionals.

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, November 15, 2006, 8:00 - 10:30 a.m. | <i>Sourcing in India</i> |
| Wednesday, January 17, 2007, 8:00 - 10:30 a.m. | <i>Outlook of the US Economy & Commodity Prices</i> |
| Wednesday, February 21, 2007, 8:00 - 10:30 a.m. | <i>Practical Purchasing Negotiations</i> |
| Wednesday, February 21, 2007, 3:00 p.m. - 5:30 p.m. | <i>Tackling the Challenges of Manufacturing and Sourcing in Mexico</i> |
| Wednesday, April 18, 2007, 3:00 p.m. - 5:30 p.m. | <i>Purchasing from Chinese Suppliers</i> |

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

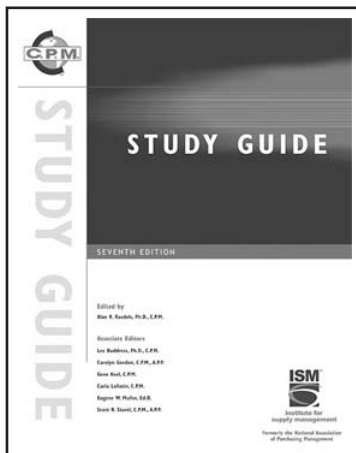
7th Edition Study Guide

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
December 7, 2006	Modules 3 & 4 (day class) Instructor: Dr. Russell Morey, C.P.M.
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!

James Acker, C.P.M.
Master Scheduler
Bucyrus International, Inc.

Gary Chatham
Materials Manager
Harley Davidson Motor Co.

Matthew Gittins
E-Procurement Analyst II
Kohler Co

Greg Linville
Commodity Manager
Briggs and Stratton

Cheryl Murray, C P H M
Scientific Buyer
Medical College of Wisconsin

Linda Runkel
Buyer/Planner
Harley Davidson Motor Company

Margaret Schoessow
Manager, Purchasing Services
Johnson Controls

Shalin Shah
Manager Operations & Sourcing
Prolitec Inc.

Carol Stinson
Senior Buyer
BRP US, Inc.

Jean Zuehlke
Purchaser/Prod Support Admin
Quad Graphics



Food Drive for the Hunger Task Force



Please bring a food donation to our November Dinner Meeting, Tuesday, November 14, 2006.

Founded in 1974, Hunger Task Force is a private nonprofit organization that works to prevent and alleviate hunger. Hunger Task Force provides food to people in need today, absolutely free of charge, through a network of local meal programs, food pantries and homeless shelters. Each year Hunger Task Force distributes about 10 million pounds of food to Milwaukee's hungry.

Please donate wholesome, healthy, non-perishable food items, such as:

- PROTEIN - Tuna, Peanut Butter, canned stews, meats and dry beans.
- CEREAL & STARCHES - Cereal, oatmeal, pastas, rice & potato mixes.
- FRUIT - Canned fruit and fruit juices.
- VEGETABLES & SOUPS - Canned corn, beans, peas, carrots and any soup.
- MILK - Powdered, canned and boxed milk.
- BABY ITEMS - Infant Formula, jarred and dry cereal.

ISM's 92nd Annual International Supply Management Conference and Educational Exhibit

May 6-9, 2007
Bally's Hotel and Casino
Las Vegas, NV



**Continuity of Supply
The Future of Supply
Management**

Registration opens December 2006

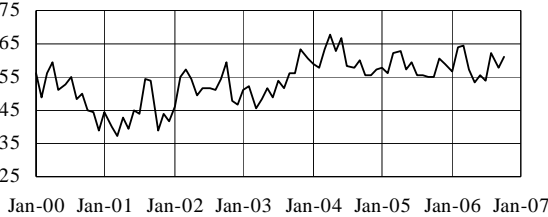
BUSINESS SURVEY REPORT

October - 2006

The Milwaukee Index increased eight points to 64 in October. The Raw Index went up three to 61. New Orders Received increased two points to 64. Production is also at 64, having risen two points. Backlog went up five to 62. Supplier Lead Times are improving. It went up two points to 46. Blue Collar Employment increased six points to 63. White Collar Employment went up eight points to 62 in October. Inventory Levels declined a point to 53. Capital Equipment is still strong at 61. It is down a

point. Level of Purchasing Activities went up four to 67. The Prices Paid Index increased a point to 54. Twelve went up, two did not change and seven went down. Fifteen are above 50, one at 50 and five below 50. The biggest increase was nineteen for Aluminum. This was followed by ten for Electronics and seven for Electric Motors. Fuel declined six-teen points. This was followed by twelve for Ferrous and ten for Plastics.

Milwaukee Index

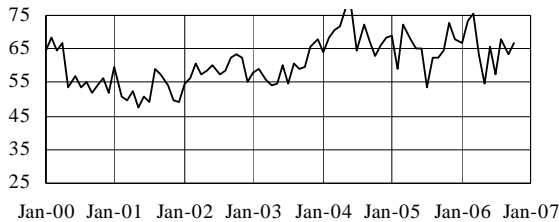


Date	Index
October-2006	61
September-2006	58
August-2006	62
July-2006	54
October-2005	55
October-2004	56
October-2003	56

Commodity Price Index

Aluminum	61	Electronic Components	60	Plastics	57	Commentary: Went up a point this month to 54.
Casting	56	Forgings	56	Plating	64	
Chemicals	61	Fuel	18	Precious Metals	73	
Computer Hardware/Software	47	Hydraulic Componenets	47	Printing Paper	58	
Copper, Brass, Bronze	64	Office Supplies	50	Rubber Products	56	
Corrugated/Packaging	54	Petroleum Products	35	Stampings	53	
Electric Motors/Transformers	61	Piping & Tubing	60	Ferrous (Steel, Stainless)	48	

Level of Purchasing Activities



Date	Increase %	Same %	Decrease %	Index
October-2006	39	55	6	67
September-2006	32	62	6	63
August-2006	44	47	8	68
July-2006	36	44	21	58
October-2005	44	41	15	65
October-2004	40	45	14	63
October-2003	30	59	11	60

Commentary: A little busier this month. Up four to 67.

Membership Page - Reflections from October Dinner Meeting



Director-Programs, Frank Wolkenheim, C.P.M. greets new member, James Borden, at the New Member Reception.



Members enjoy a fabulous dinner at the October Dinner Meeting



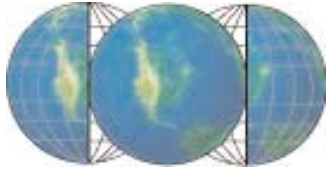
President Bruce Balthazor, C.P.M. Awards Arthur Socha with his 25 Year Plaque.



Golf Committee Chairperson, Gary Staab presents Children's Hospital with a check for \$6,000. The money was raised at the 2006 NAPM-Milwaukee Annual Golf Outing held at Silver Spring Country Club.



Keynote Speaker, Dr. Joey Skelton of Children's Hospital presents his NEW (Nutrition, Exercise, and Weight-Management) Kids Program.



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



*Wisconsin's Oldest & Largest
Customhouse Broker
Since 1907*

Export & Import Services
Ocean & Air Freight Logistics
International Logistics Solutions
Trade & Regulatory Services
ACE C-TPAT RLF AMS AES

Milwaukee & Chicago offices
800-635-5537
www.medey.com

The Dickman Company, Inc. Is your source for
Commercial, Industrial, Office and Investment
Real Estate in Wisconsin.

How can we help you or your client?



REAL ESTATE
"Aggressively Pursuing Your Real Estate Needs"

(414) 271-6100

www.dickmanrealestate.com



****ADVERTISING SPACE AVAILABLE — TELL YOUR SUPPLIERS!****