

Tuesday, October 10, 2006

Educational/Dinner Meeting
Sheraton Brookfield

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

*Fresh Rolls & Butter, Garden Salad,
Top Sirloin, Marinated in Olive Oil,
Fresh Herbs & Roasted Garlic
Topped, with Sauteed Tomatoes,
Onions & Capers in a Demi Glaze,
Chef's Choice of Vegetable, Garlic
Mashed Potatoes, Apple Pie, Coffee,
Decaffeinated Coffee, Herbal Tea,
Iced Tea or Milk*



October Educational/Dinner Meeting

TOPIC: NEW (NUTRITION, EXERCISE, AND WEIGHT-MANAGEMENT) KIDS PROGRAM

Featuring Keynote Speaker, Joseph A. Skelton, MD

Joseph A. Skelton, MD is Director of the NEW (Nutrition, Exercise, and Weight-management) Kids Program™. He is an Assistant Professor of Pediatrics at the Medical College of Wisconsin (Pediatric Gastroenterology and Nutrition). He spearheaded the conceptual design of the NEW Kids Program at Children's Hospital of Wisconsin, and is an emerging national leader in pediatric obesity.

Dr. Skelton is a native on East Tennessee, and received his undergraduate degree at Furman University in Greenville, South Carolina, where he was awarded two of the university's highest honors, the Quaternion Club and the Alfred S. Reid Award. He received his medical training at the University of Tennessee, Memphis, and completed his pediatric residency training, chief residency, and Pediatric Gastroenterology Fellowship at the Medical College of Wisconsin and the Children's Hospital of Wisconsin. Over the past 3 years he has been an invited speaker on obesity at national and international meetings. He was also an invited participant in the preparation of national guidelines for bariatric surgery in adolescents.

Dr. Skelton is presently involved in many clinical research projects focusing on the complications and treatment of overweight children and their families. The NEW Kids Program™ has particular interest in the determinants of success in a multi-disciplinary treatment program, musculoskeletal and exercise limitations of overweight children, quality of life, community interventions for overweight children and families, sleep apnea, fatty liver disease, and multi-disciplinary team building.

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Pre-Dinner Sessions

C.P.M. Certification Process

Presenter:
David Chojnacki, C.P.M.

*Presented by the
Certification Committee*

New Member Reception

*Learn about membership
benefits and NAPM-
Milwaukee procedures*

Presenters: Michael
Grimm, C.P.M., CPIM and
Ray McInerney, C.P.M.

*Presented by the
Membership Committee*

Annual Business Meeting

*Our President will go over
NAPM-Milwaukee's financials
from the past and what we
can expect for the future*

Presenter: Bruce Balthazor,
C.P.M., President

***NEW MEMBERS:** Be sure to come to the new member pre-dinner reception.

***DISTINGUISHED LIFE & LIFE MEMBERS:** Be sure to come to a special reception in the banquet room before dinner.

Next Meeting: Tuesday, November 14, 2006 — Sheraton Brookfield

To register, go to 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

Our September Charity Golf Outing/Meeting to support Children's Hospital was a huge success in all respects but one, the weather. We are currently reviewing our contract with Mother Nature to determine if there was a substantial breach. On a serious note; the event will allow us to make our largest donation to Children's Hospital in our history. This was made possible by the hard work of Gary Staab and his committee; the sponsors; the golfers; those who participated in the auctions; and by Steve "The Homer" True who assisted with a live auction and gave a high energy, entertaining keynote presentation. He also broadcasted his regular radio show from Silver Spring CC., and mentioned NAPM-Milwaukee many times during his show.

This was our first attempt to hold the golf outing the same day as our September monthly meeting. While in theory this appeared to be good idea; there were a number of concerns and issues that have convinced the Board of Directors that the events should be separated again next year, as they had been in the past. Work on planning next year's golf outing has already begun. Watch upcoming newsletters and brochures for more details as they become available.

C.P.M. review classes are in full swing, as we offer an expanded number of offerings to suit the various schedules of interested participants. We have evening and weekend classes available. Plans are being finalized on a number of full day seminar offerings that should offer something for all members regardless of their role and time in the profession. Additionally there are some very good satellite seminars being offered by ISM (see ism.org.) You can register for any of these seminars and participate at Quadgraphics, our host for the Satellite Program. You can get more details on all of our offerings at our website www.napmmilwaukee.org. Remember that one of Covey's "Seven Habits of Highly Successful People" is to "sharpen the saw". There will be growth opportunities for all available. If you do not see what you are looking for in an educational offering, please contact Gary Staab, or any Board member.

I hope to see many of you at our October Meeting as we have a number of important activities scheduled. It is Distinguished Members/Past Presidents Night with a reception scheduled to honor those who have contributed their time and talents to the organization. There will also be a New Member meeting, where those who have recently joined the organization can learn more about the value we provide; meet leadership; and find out how their talents could be utilized in our efforts to continuously improve our organization. In addition, there will be the Annual Meeting (pre-dinner) where we share with the members our plans and financial status.

Our keynote speaker will be Dr. Joseph Skelton of Children's Hospital who will share some of his experiences in his specialty and will also be presented with our donation to Children's raised by our recent golf outing. Please make plans to join us at the meeting for an evening of education, horizon expansion, and of course, networking 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

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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. 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

Finance for the Supply Professional

Thursday, October 12, 2006

Understanding finances and the ability to use financial ratios and concepts have become critical to the success of each supply professional. The key to understanding, application and decision-making lies in knowing what to look for and how to interpret and use what you find. This program will explore balance sheets, income statements, profit and loss, cost control, credit ratings, annual reports, financial ratios, spend analysis, cost reduction, and other topics related to finance. Join us as we remove the mystery to all of the numbers.

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, March 21, 2007, 8:00 - 10:30 a.m.	<i>Legal Presentation</i>
Wednesday, April 18, 2007, 8:00 - 10:30 a.m.	<i>TBA</i>
Wednesday, May 16, 2007, 3:00 p.m. - 5:30 p.m.	<i>TBA</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 with 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 with David Chojnacki 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

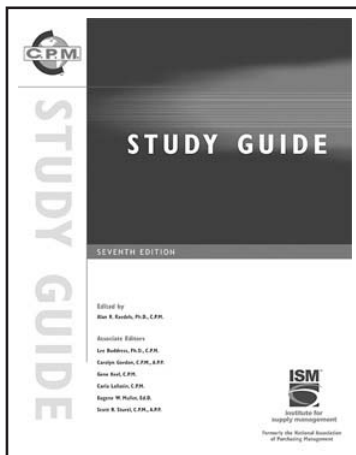
Member Rate: \$35.00/per module
 Non-Member Rate: \$50.00/per module

Study Guide - Shipping & Handling

Member Rate: \$6.00/per module
 Non-Member Rate: \$6.00/per module

Date	Class Information
November 9, 2006	Modules 1 & 2 (day class) Instructor: Dr. Russell Morey, C.P.M.
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.

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.



New Members, Welcome!

Osman Bayer

Potawatomi Bingo Casino, Milwaukee, WI

Matthew Chandler, C.P.M., *Purchasing Agent*
Seaquist Closures, Mukwonago, WI

John Conley, *Purchasing Specialist*
Kohler Co., Kohler, WI

Mark Dlugopolski, *Senior Buyer*
Kohler Co., Kohler, WI

Robert Fink, *Director of Purchasing & Accounts Payable*
UW-Parkside, Kenosha, WI

Dennis Froh, *Commodity Manager/Senior Buyer*
Hydro Thermal Corp., Waukesha, WI

Robert Hofer, C.P.M., *Director of Purchasing*
ATC Leasing Co., Kenosha, WI

Steve Karas, *Purchasing Manager*
Plymouth Foam Inc., Plymouth, WI

Joseph McHugh, *Buyer*
White Water Manufacturing, Whitewater, WI

Joshua Mielke, *Buyer/Planner*
Harley-Davidson Motor Co., Milwaukee, WI

Patti Nowak, C.P.M., *Purchasing Agent*
West Allis, WI

Ronita Roy, *Sourcing Specialist*
Rockwell Automation, Milwaukee, WI

Mark Schellinger, *Buyer/Planner*
Harley-Davidson Motor Co., Milwaukee, WI

David Sokolowski
Henkel Chemical Management, Racine, WI

Jamie Westfahl, *Corporate Senior Buyer*
Miller Brewing Company, Milwaukee, WI



2006 ISM Salary Survey Brief Summary

The Institute for Supply Management™ (ISM) surveyed supply management professionals during January and February 2006 to determine average salaries in the supply management profession. This report presents the results of that survey based upon salaries earned during the 2005 calendar year. Summary information is reported here. The full report is available online to members of ISM at www.ism.ws. The full report provides breakdowns of salary by job title, years of experience, education level, certification status, buying responsibility, state of residency and other factors. Demographic information on the respondents is also reported.

Non-members who would like to view the entire report can Join ISM or can purchase the detailed report for \$199.



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

September - 2006

The deseasonalized Milwaukee Index dropped six points to 56 this month (the raw number dropped four). Still growing but at a slower rate. New Orders Received declined seven points to 62. Production is down six points to 62 also. Backlog dropped seven points to 57. Supplier Lead Times improved eleven points to 44. Still too low.

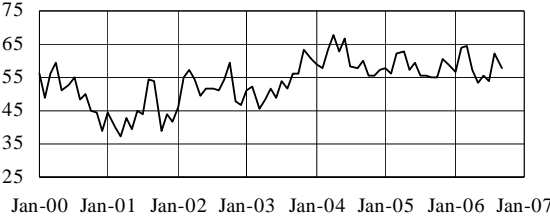
Blue

Collar Employment is down four to a still growing 57. White Collar Employment dropped three to 54.

Inventory Levels declined thirteen points to a barely growing 54. Capital Equipment Purchased rose a point to a nice 62. The Level Of Purchasing Activity is down five points to a still robust 63.

Prices Paid dropped fifteen points to 53. Only two went up. Fourteen are still above 50, however. Fuel declined sixty-six points and Petroleum is down sixty points. Aluminum went

Milwaukee Index



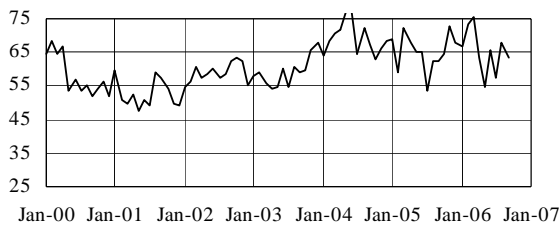
Date	Index
September-2006	58
August-2006	62
July-2006	54
June-2006	55
September-2005	55
September-2004	60
September-2003	56

Commodity Price Index

Aluminum	42	Electronic Components	50	Plastics	67
Casting	54	Forgings	50	Plating	58
Chemicals	66	Fuel	34	Precious Metals	77
Computer Hardware/Software	41	Hydraulic Componentets	45	Printing Paper	53
Copper, Brass, Bronze	61	Office Supplies	52	Rubber Products	54
Corrugated/Packaging	54	Petroleum Products	37	Stampings	53
Electric Motors/Transformers	54	Piping & Tubing	58	Ferrous (Steel, Stainless)	60

Commentary:
A 15 point drop. Only two went up and 19 went down.

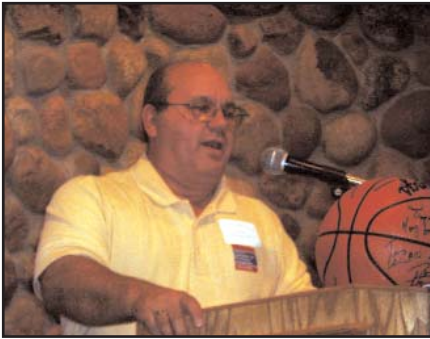
Level of Purchasing Activities



Commentary: Down five to 63. Still busy at 63.

Date	Increase %	Same %	Decrease %	Index
September-2006	32	62	6	63
August-2006	44	47	8	68
July-2006	36	44	21	58
June-2006	40	51	9	66
September-2005	41	43	16	62
September-2004	46	41	12	67
September-2003	27	64	9	59

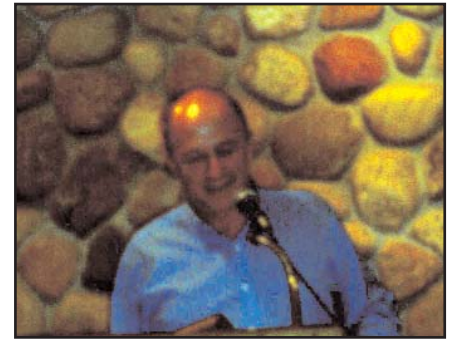
Membership Page - Reflections from September Golf Outing



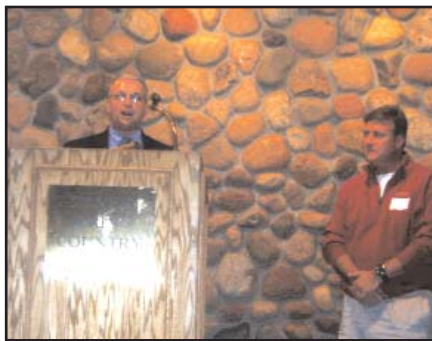
Gary Staab, C.P.M. , Chairperson-Charity Golf Outing addresses the membership at the September Dinner meeting, held at Silver Spring Country Club.



Gary Kamin checks out the raffle prizes at the September Dinner meeting.



Steve "The Homer" True is our guest speaker and celebrity auctioneer at the Charity Golf Outing.



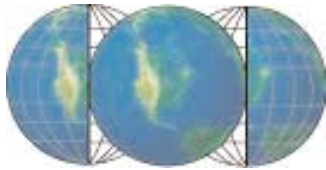
"Changing of the Guard"
New President, Bruce Balthazor, C.P.M. thanks our immediate Past President, Greg Modlinski, C.P.M. for his dedication to NAPM-Milwaukee.



New President, Bruce Balthazor, C.P.M. presenting a plaque to our NAPM Annual Charity Golf Outing Gold Sponsor, AllPak.



President Bruce Balthazor, C.P.M. welcomes our newest members.
L -> R: James Bordon, Dawn Kieckbusch, Ronald Buettner, Michelle Lindquist, and Carlita Foster.



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