

**Tuesday,  
September 12, 2006**

5th Annual Charity  
Golf Outing/Dinner Meeting  
Silver Spring Country Club  
[www.silverspringgolf.com](http://www.silverspringgolf.com)

- 11:00 a.m. Registration, Lunch and Warm-up
- 1:00 p.m. Shotgun Start
- 5:30 p.m. Networking Reception
- 6:30 p.m. Buffet Dinner

**Raffles, prizes  
and entertainment!**

**Next Meeting:**

Tuesday, October 10, 2006  
Sheraton Brookfield  
Keynote: *Children's Hospital*

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*September Golf Outing / Dinner Meeting*



**Your generosity will benefit:**



**Also planned will be:**

- After Dinner Raffle • On-Course Events • Long Drive • Straightest Drive
- Longest Putt • Closest to the Pin • **MULLIGANS!**

This is a great opportunity to invite your co-workers, boss, favorite suppliers and/or your spouse to participate in a fun golf outing AND raise funds for the kids at Children's Hospital at the same time!

Members may attend the dinner meeting only. **Cost of dinner included in membership dues. Members should register for dinner online.**

**DINNER MEETING**



**Featuring Keynote Speaker,  
Steve "The Homer" True**  
ESPN Radio — WAUK 1510

As the name implies, the Homer loves it when the local teams win, but as Homer says, "I'm a homer, but I'm not an idiot." Homer's views of the local teams plus his unique relationship with his listeners and callers make his show the most entertaining in sports radio. Homer has one of the most popular talk shows in Milwaukee since 1989. Born and raised in South Bend, Indiana he has been in broadcasting since 1980 when he took his first job as a radio announcer in New Richmond, Wisconsin.

**Dinner Menu**

**BUFFET** - Roast Sirloin of Beef & Honey Baked Ham  
Includes: Fresh Vegetable Crudite, Domestic Cheeses,  
Chef Selected Starch and Vegetables, Rolls and Butter, Seasonal Mixed  
Greens with Accompaniments, Selected Prepared Salads



**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*

Summer seems to be flying by. We are less than a month away from our first monthly meeting of the season, which will be held at Silver Spring Country Club in conjunction with our Children's Hospital golf outing. You need not golf to attend, however there are still openings for golfers and for sponsors. More information on the outing has been mailed to you and is also available on our website [www.napmmilwaukee.com](http://www.napmmilwaukee.com). Our speaker for the evening is Steve "The Homer" True of ESPN Sports Radio 1510 AM. You won't want to miss this event so please block out Tuesday September 12th now to participate.

Last month I mentioned that we had just completed our first year with Wisconsin Association Management (WAM) and that the transition was smooth due to the efforts of many of our members, and those of WAM staff, in particular those of our primary contact Brian Parrish. It is with mixed feelings that I share that Brian is leaving WAM to pursue a career in Commercial Real Estate. It is an excellent growth opportunity for him, but we will miss him. His efforts have contributed greatly to our Association. He has coordinated classes; meetings; production and printing of all brochures; and many of the informational emails that we put out. We wish him the best of luck, and we look forward to working with Naomi Hink, a recent addition to the WAM staff. We are confident that WAM will continue to provide the same level of service as they have in the past.

We have additional change and growth to talk about, as well. Beginning with our September meeting, we will be switching our on-line registration services from Acteva to Sporg. While this change will mean that you will have to create a new profile (information on this to be communicated separately), I believe that the service will be enhanced and improved from what is currently in place.

The last change and growth opportunity I wish to mention this month is the addition of more C.P.M. review classes offered at WAM this year. You should have recently received a brochure outlining all classes and dates for the upcoming year. If not, it is available on the website. You may also contact the office or any Board member for more information regarding the offerings.

I am excited about the many changes and opportunities we have made, and still have in front of us. Some come in the form of planned activities while others come out of the blue. In either case we must be prepared to deal with them if we are to grow and flourish as an association and as individuals. Those who are unable to deal with, and adapt to change, are destined to be left in the dust, while those who treat any change as an opportunity will likely prosper and grow.

Enjoy what is left of the fleeting summer, and I look forward to seeing many of you at our September Golf Outing/Meeting.

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](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*



**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)

**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.*

**3-Month Calendar of Events**

September

- September 11 **C.P.M. Class**  
Module: 1  
Location: NAPM-Milwaukee Educational Facility
- September 12 **Golf Outing/Dinner Meeting**  
Location: Silver Spring Country Club
- September 13 **C.P.M. Class**  
Module: 1  
Location: NAPM-Milwaukee Educational Facility
- September 18 **C.P.M. Class**  
Module: 2  
Location: NAPM-Milwaukee Educational Facility
- September 20 **C.P.M. Class**  
Module: 2  
Location: NAPM-Milwaukee Educational Facility
- September 25 **C.P.M. Class**  
Module: 3  
Location: NAPM-Milwaukee Educational Facility
- September 27 **C.P.M. Class**  
Module: 3  
Location: NAPM-Milwaukee Educational Facility

October

- October 2 **C.P.M. Class**  
Module: 4  
Location: NAPM-Milwaukee Educational Facility
- October 4 **C.P.M. Class**  
Module: 4  
Location: NAPM-Milwaukee Educational Facility
- October 10 **Educational/Dinner Meeting**  
Speaker: Children's Hospital  
Location: Brookfield Sheraton
- October 12 **Satellite Seminar**  
Topic: *Finance for the Supply Professional*  
Location: Quad/Graphics, Sussex
- October 18 **Breakfast Seminar**  
Topic: *Raw Materials*

November

- November 9 **C.P.M. Class**  
Modules: 1 & 2  
Location: NAPM-Milwaukee Educational Facility
- November 14 **Educational/Dinner Meeting**  
Topic: *Macroeconomic Trends*  
Location: Brookfield Sheraton
- November 15 **Breakfast Seminar**  
Topic: *Sourcing in India*

*Educational Opportunities* - **C.P.M. Classes**

**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

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.



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

Date	Class Information
September 11, 2006	<b>Module 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
September 13, 2006	<b>Module 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
September 18, 2006	<b>Module 2 (night class)</b> Instructor: David Chojnacki, C.P. .M.
September 20, 2006	<b>Module 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
September 25, 2006	<b>Module 3 (night class)</b> Instructor: David Chojnacki, C.P.M.
September 27, 2006	<b>Module 3 (night class)</b> Instructor: David Chojnacki, C.P.M.
October 2, 2006	<b>Module 4 (night class)</b> Instructor: David Chojnacki, C.P.M.
October 4, 2006	<b>Module 4 (night class)</b> Instructor: David Chojnacki, C.P.M.
November 9, 2006	<b>Modules 1 &amp; 2 (day class)</b> Instructor: Dr. Russell Morey, C.P.M.
December 7, 2006	<b>Modules 3 &amp; 4 (day class)</b> Instructor: Dr. Russell Morey, C.P.M.
February 12, 2007	<b>Module 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
February 14, 2007	<b>Module 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
February 19, 2007	<b>Module 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
February 21, 2007	<b>Module 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
February 26, 2007	<b>Module 3 (night class)</b> Instructor: David Chojnacki, C.P.M.
February 28, 2007	<b>Module 3 (night class)</b> Instructor: David Chojnacki, C.P.M.
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.

**ISM's Indirect - MRO Group Special Event Notice  
- Ninth Annual ISM Indirect-MRO Group Conference & Workshops -  
October 2-3, 2006  
Wyndham Hotel - Chicago, Illinois**

From: Joel L. Thomas, Conference Chair

This memo is for those interested in attending or sending someone. The two-day conference, with workshops the day before and the day after, is to be held in Chicago at the Wyndham Hotel (magnificent mile downtown area). Join fellow professionals at the conference, and earn Continuing Education Units. Chicago in Autumn, I hope to see you there!

***For complete details, download full brochure or register at  
<http://www.indirectmro.com>***

This year's conference will feature:

- Case studies from organizations such as John Deere, and BMW.
- An in-depth analysis of the Purchasing Card market and Best Practices. Does your card program still work?
- Cost reduction case histories and an extended session on the cost and prevention of 'back door selling'.

The optional workshops on Professional Negotiations and on Price/Cost Analysis for Indirect Supply will save your company real money. This event ought to pay for itself many times over! Continuing Education Units awarded.

Joel Thomas, Conference Chairman  
[mrogroup@sbcglobal.net](mailto:mrogroup@sbcglobal.net)  
479.527.9062

P.S. The Indirect-MRO Group will again host a reception Monday night, October 2, for conference attendees and speakers.

**In Memory of Harold Eske, C.P.M.**

We are sad to announce the recent passing of a Distinguished Life member of NAPM, Harold Eske, C.P.M. Harold, a Corps veteran, found peace Monday, August 7, 2006 at the age of 86. Dearest husband of Marjorie (nee Arnold) for 61 years. Dad to Cynthia (Robert) Soerens and Thomas (Jean). Grandpa to Kristy (Jack) Harder, Jennifer (Michael) Vojvodich, Rob Soerens and Stephanie Soerens. Great-grandpa to Maria and Juliana Harder and Lilijana and Kyra Vojvodich. Also survived by one brother, Wilbur (Marilyn) and one brother-in-law, Gilbert Arnold, nieces, nephews, other relatives and friends.

Harold was a member of NAPM-Milwaukee for over 50 years where he was presented the "Meritorious Service Award" in 1981 and the "Distinguished Service Award" in 1993. Harold was also recognized for his important and lasting contributions to NAPM-Milwaukee and the purchasing profession when he was designated as being a "Distinguished Life Member".

**New Members,  
Welcome!**

**JUNE**

**Candice Wojtasiak**  
*Purchasing Specialist*  
Post Printing, An RR Donnelley  
Company

**Melanie Pandy**  
*Buyer*  
Rockwell Automotive

**Deborah Seal**  
*Sr. Commodity Specialist*  
WE Energies

**Tom Koepke**  
*Vice President and Materials  
Manager*  
The Jor-Mac Company

**JULY**

**Andrew Mikulak**  
*Buyer*  
American Transmission Company

**AUGUST**

**Ralph Zahn**  
*Global Sourcing Manager*  
PolyOne Inc.

**Kathy Vorpahl**  
Regal Ware, Inc.

**Ronald R. Buettner**  
*Purchasing/Materials Manager*  
International Truck and Engine  
Corp.

**Karen M. Smith**  
*Strategic Sourcing  
Specialist/Buyer*  
Bemis Manufacturing

**Osman Bayer**  
*Assistant Director Materials*  
Potawatomi Bingo Casino

# BUSINESS SURVEY REPORT

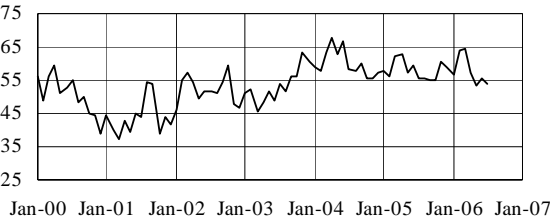
## July - 2006

The Seasonally Adjusted Milwaukee Index is down two points to 52 this month. Raw dropped one to 54 (as seen on the chart). New Orders Received are up one point to 61. Production declined three points to 56. Backlog went down six points to 50. Supplier Lead Times improved three points to 37. Blue Collar Employment went down

46. Capital Equipment went down 14, for a correction to 53. The Level of Purchasing Activities is down eight points to 58.

There was no change in the Prices Paid Index. It is still at 68. Nine went up, nine went down, and three stayed the same. The biggest increase was seventeen for fuel. This was followed by twelve for Petroleum and eight for Precious Metal. Casings

### Milwaukee Index



Date	Index
July-2006	54
June-2006	55
May-2006	54
April-2006	58
July-2005	56
July-2004	58
July-2003	54

White Collar Employment is up two to 62. Inventory Levels are down eight points to

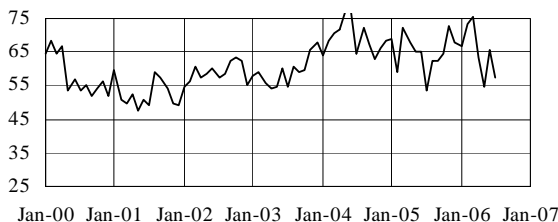
went down sixteen and forgings dropped twelve points. Plating is down nine.

### Commodity Price Index

Aluminum 63	Electronic Components 57	Plastics 80
Casting 56	Forgings 58	Plating 62
Chemicals 84	Fuel ##	Precious Metals 75
Computer Hardware/Software 47	Hydraulic Componentets 56	Printing Paper 57
Copper, Brass, Bronze 81	Office Supplies 48	Rubber Products 59
Corrugated/Packaging 70	Petroleum Products 97	Stampings 67
Electric Motors/Transformers 61	Piping & Tubing 74	Ferrous (Steel, Stainless) 77

**Commentary:**  
No change in average. Still at 68.

### Level of Purchasing Activities



**Commentary:** Down eight points to 58.

Date	Increase %	Same %	Decrease %	Index
July-2006	36	44	21	58
June-2006	40	51	9	66
May-2006	32	44	24	54
April-2006	43	41	16	64
July-2005	23	63	15	54
July-2004	36	57	7	64
July-2003	21	67	12	55



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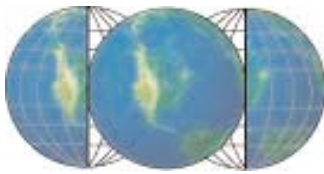
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Register **TODAY** for the **NAPM Charity Golf Outing on September 12th**, followed by our Monthly Dinner Meeting!