



# NEWSLETTER

December 2008

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## DINNER MEETING

Thursday  
January 15, 2009

Little Venice  
111 Chenango St. Binghamton

### Guest Speaker:

Richard Chamberland  
Lockheed Martin Systems Integration

"Negotiations"

Little Venice Menu Choices:

Meatball Parmigiana  
Sausage Parmigiana  
Meatball and Sausage Parmigiana  
Eggplant Parmigiana  
Chicken Cacciatore  
Southern Fried Chicken  
Fried Fish (2-4 ounce pieces of haddock)  
Filet of Fish Parmigiana

5:30 PM NETWORKING

6:00 PM DINNER

6:45-8:00 PM GUEST SPEAKER

Members - \$15.00, Non-Members - \$20.00

**Please R.S.V.P. by 1/12/09!**

Please e-mail reservations to: Peggy Urban at  
[peggy.urban@esterline.com](mailto:peggy.urban@esterline.com) or call Peggy at 607 336-7636 ext. 225  
Thank you!

## NAPM BINGHAMTON, INC. MISSION STATEMENT

The mission of NAPM Binghamton, Inc., an affiliate of the National Association of Purchasing Management, is to advance the purchasing profession through education and fellowship, and to improve the perception of purchasing in the community by promoting the highest professional standards.

## **PRESIDENT'S MESSAGE:**

At our November 20<sup>th</sup> dinner meeting, at the Blind Tiger's Pub, Binghamton University Assistant Professor, Dr. Nagen Nagurar presented a power point presentation on Procurement in Supply Chains, which was interesting and educational, despite the rather colorful background noise that he had to compete with. The meals were excellent.

With the holidays soon upon us and everyone's already busy schedules even more so during this time, there will be no meeting in December. Our next meeting is scheduled for Thursday January 15 at Little Venice with our speaker, Richard Chamberland speaking on "Negotiations". I look forward to this talk and hope that many of you will also be in attendance. The food at Little Venice is also excellent!

Unfortunately, due to inclement weather, we had to cancel our planned November 15<sup>th</sup> highway cleanup. We try to do the cleanup twice per year, once in the Fall and again in the Spring. Please stay tuned in your newsletter for the next date for highway cleanup in the Spring. Free breakfast is always included at the Spot Restaurant after the cleanup.

Welcome to our four new members!! They are BCC student, David Erra, Jeremy Smith from Maines, Kristin Saunders from UHS and Pamela Brown from Norwich Aero. We hope to see you all at future dinner meetings!!

All of you who have enjoyed Phil Jordan for the past several years, this upcoming February is no exception. Phil is our planned speaker for our February 19<sup>th</sup> Dinner meeting at the Bull's Head Restaurant. Remember this meeting is open to everyone, so start asking family, friends and co-workers to plan to attend. We all know what an outstanding show Phil puts on.

Happy Holidays to everyone from your Board of Directors!!

Keith Jamba

## **UPCOMING DINNER MEETINGS:**

December - No meeting.

January 15<sup>th</sup> - Richard Chamberland from Lockheed Martin on "Negotiations" at Little Venice

February 19<sup>th</sup> - Phil Jordan at the Bulls Head

Dinner meetings are scheduled for the 3<sup>rd</sup> Thurs of each month. Attendance at the dinner meeting earns points toward C.P.M. re-certification.

## **JAN. MEETING SPEAKER BIO:**

Richard Chamberland:

1972-1993 21 1/2 years USAF in Intelligence and Personnel Administration. 4500 Flight hours, 13 Air Medals, 2 Meritorious Service Medals, 1 Commendation Medal, 2 Air Force Achievement Medals, 2 Expeditionary Medals for Mid East/SW Asia Operations.

1993-2005 Hertz Rent-A-Car Station Manager and City Manager (CM) at BWI and Myrtle Beach. As CM, responsible for all purchasing, operations, and maintenance for 4 airport locations and 3 suburb locations.

2005-Present Sub Contract Program Manager (SPM) at Lockheed Martin Systems Integration. Currently SPM to Agusta Westland Bell (AWB) for the building of the new presidential helicopter with Control Accounts totaling 100M.

## **FALL HIGHWAY CLEAN-UP**

Due to inclement weather in November NAPM Binghamton's annual Fall Highway Cleanup was cancelled, The next highway clean up will be in the Spring.

## **INTERESTED IN SERVING ON A COMMITTEE?**

Members are welcome and encouraged to attend board meetings to offer suggestions or serve on various committees. Board meetings are held the following Tuesday after the dinner meetings.

## **NAPM BINGHAMTON - WEBSITE ADDRESS**

Please bookmark our website address:

<http://www.napm.org/sites/binghamton/index.htm>

This site is updated with the latest events including dinner meetings, golf, and special events throughout the year. It also has links to past newsletters and the National ISM site.

## PROFESSIONAL DEVELOPMENT

Satellite seminars presented by ISM are purchased by your local NAPM Binghamton Affiliate and are available to borrow. This allows the flexibility of viewing when it is convenient. If there is enough interest in a particular seminar we can arrange a viewing at United Health Services with dinner included at no cost for members. C.P.M. points are earned by viewing the seminars with a NAPM Board member but no points are given for private viewings.

Please contact Peggy Urban at (607) 336-7636 or [purban@esterline.com](mailto:purban@esterline.com) if you wish to arrange a loan and viewing.

### Upcoming Seminars from ISM:

#### Applying Lean Concepts in Supply Management (Oct 2008)

Lean systems have proven to be unparalleled in achieving operational efficiency. Supply management often represents the single largest contributor to cost and profitability. The integration of lean systems into supply management is undoubtedly a ripe opportunity to provide a competitive cost and profit advantage for any company. Join us on October 16, 2008 for the ISM satellite seminar, "Applying Lean Concepts in Supply Management," to explore the benefits and challenges in making the transformation to a lean organization.

Led by Jeff Wincel, founder and president of LSC Consulting Group and ISM's Lean Supply Chain Forum, a panel of supply management professionals will discuss specific methods for paradigm-breaking action in supply management, designed to provide breakthrough improvements in supply metrics (cost, quality, delivery, reliability) and sustainability — approaches that provide opportunity to both manufacturing and nonmanufacturing supply management disciplines.

#### Preparing to Negotiate On-Shore and Off-shore (Apr 2009)

#### **Cancellation of June 4, 2009 Satellite Seminar:**

The ISM Satellite Seminar scheduled for June 4, 2009 has been cancelled. ISM's final satellite seminar for the 2008-2009 program year will be held April 23, 2009 on the topic, "Preparing to Negotiate On-Shore and Offshore." Details on this will be available in early 2009. "Talent and Career Management for Supply Professionals," the topic that had been planned for the June 2009 satellite seminar, will be included as one of the topics in ISM's 2009-2010 satellite seminar lineup.

## NEWS FROM ISM:

### CPSM<sup>®</sup> Exam Registration: Online Makes It Simple

Have you been studying diligently for your CPSM<sup>®</sup> Exams? Well, now you are ready to register your CPSM<sup>®</sup> Exams with ISM. There is an online registration process. It's quick, it's easy and you get your confirmation fast.

To get started, just decide which exam you are ready to take — 1, 2, 3 or the Bridge. You may take as many exams as you like at one time.

To register for your exam, you must first register with ISM.

Registration is available in the following ways:

- **Online:** [www.ism.ws](http://www.ism.ws); select [Professional Credentials](#), CPSM<sup>®</sup> and then CPSM<sup>®</sup> Online Registration.
- **Phone:** Call ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8. Please have your credit card number and ISM ID number ready.
- **Fax:** Transmit completed registration form with credit card information to +1 480/752-2299.
- **Mail:** Complete the registration form and mail with check or credit card information to ISM Exam Registration, P.O. Box 22160, Tempe, AZ 85285-2160.
- **Re-Testing Exams:** There is a required 30-day minimum wait before you are able to retake an exam.
- **Computer Exam Fees:** USD \$265 per exam/ **ISM members USD \$180 per exam**

Registrations are valid for one full year from the date you register with ISM. Once you have registered with ISM, you will receive an e-mail confirmation within 24 hours that will include scheduling instructions with Pearson VUE Testing Centers.

### **Last Chance to Register for C.P.M. Exams**

Make your plans now to register for your C.P.M. Exams before the final registration deadline on December 31, 2008. For more information, visit the [Professional Credentials](#) section of the ISM Web site or e-mail [certification@ism.ws](mailto:certification@ism.ws).

### **Quantities Limited on C.P.M. Study Materials**

Don't wait to order your [C.P.M. study materials](#). Many items are available only while supplies last and are limited in quantities.

### **C.P.M.s Applying for the CPSM<sup>®</sup>**

If you are a C.P.M. who has completed the CPSM<sup>®</sup> Bridge Exam and are now filling out your CPSM<sup>®</sup> application, you do not need to redocument your work experience. All you need to do is note "C.P.M. — Experience on File" in the experience section of the application.

### **ISM Releases Sustainability Survey Report**

Does sustainability have an effect on your job role or on the operations of your supply management organization? The results of ISM's Sustainability Survey are now available in the report, *Sustainability Impacts Supply Professionals' Decisions and Supplier Relationships*.

The survey was conducted in late 2007 by ISM's Committee on Sustainability and Social Responsibility to gauge how the current focus on sustainability has affected the supply management profession. The survey report summarizes responses from nearly 300 supply management professionals on how their companies define sustainability, the level of support for each of the sustainability and

social responsibility principles, and the effects of sustainability on the supply management organization and job roles and responsibilities.

A PDF copy of the survey report is available in the Sustainability and Social Responsibility area of the ISM Web site. From [www.ism.ws](http://www.ism.ws), select Ethics and Social Responsibility and then Research. Scroll down and select [Sustainability Impacts Supply Professionals' Decisions and Supplier Relationships](#).