



NEWSLETTER

February 2010

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DINNER MEETING

**Thursday
February 18, 2010**

**Grande Italian Restaurant
Northgate Plaza, Upper Front St., Binghamton**

**Guest Speaker:
Phil Jordan, Psychic Extraordinaire**

**5:30 PM NETWORKING
6:00 PM DINNER
7:00-8:00 PM GUEST SPEAKER**

Dinner: from menu (limit of \$15/meal, drinks and desert are extra)

Price = \$25.00

Please R.S.V.P. by 2/16/10!

**Please e-mail reservations to: keith_jamba@uhs.org
or call 607-763-5138**

Thank you!

NAPM BINGHAMTON, INC. MISSION STATEMENT

The mission of NAPM Binghamton, Inc., an affiliate of the Institute of Supply 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:

The excitement is building! Will Phil Jordan choose to read you? What will he have to say? Our February dinner meeting with Phil Jordan at Grande on Front Street is Thursday, February 18th. Join us for a fun filled evening, and remember this is open to all.

Our Spring golf event is just around the corner; isn't it great to think about Spring! Please review our newsletter for other upcoming events such as new member night, and see the lineup of speakers for our dinner meetings.

Congratulations to Peggy Urban who has obtained her CPM certification!

Thanks to our members who participate on our board, and those that attend our events. Your contributions to the organization are appreciated.

Rhonda

FREE DINNERS

In an effort to recruit more new members, we are pleased once again to offer a free dinner at one of our monthly Dinner Meetings to any prospective new member. And if the prospective new member joins NAPM Binghamton, the member introducing him or her to our group will also get a free dinner at a subsequent Dinner Meeting. Please contact Marge Ouimette with any questions at mouimette@nationalpipe.com.

UPCOMING DINNER MEETINGS:

March 18th - Kathryn Madigan, Attorney, on "Stress & Balance of life" at Little Venice

April 16th - TBD

Attendance at the dinner meeting earns points toward CPSM and C.P.M. re-certification.

JANUARY DINNER MEETING SPEAKER BIO:

Phil Jordan:

Phil Jordan is always a big hit and has made many accurate predictions and readings to our group. You won't want to miss this!! All are welcome, come and join the fun.

Phil Jordan has become a name synonymous with psychic phenomenon. He graduated Corning Community College in 1970 with an AAS in Humanities and Social Services, and then attended SUNY Brockport where he graduated in 1972 with a BA in Secondary Education, majoring in high school Spanish. In 1975, he successfully led a search team to the location of a missing boy by using a map he envisioned the night before.

Shortly after, he was sworn in as a Deputy by the Tioga County Sheriff and graduated from the NYS Municipal Police Training Academy. He has worked with police agencies in all levels of government, including cases of missing persons, homicide, and arson. His investigative skills and unusual abilities have earned him respect throughout the police agencies he has worked with.

He has also taught seminars and courses in the use of psychics and hypnosis in criminal investigation. Phil has taught at various colleges and universities, as well as hosting his own radio shows for several years. He has appeared as a guest on many talk shows and was highlighted in a segment of news oriented broadcast prepared by the BBC. He was ordained in 1988 as a Nondenominational Interfaith Minister, and is Pastor in Charge of the Caroline Center Church in Caroline Center, NY. His spirituality and personality are a tribute to the continually growing parish family, and for Phil, his ministry is a dream come true. Phil graduated from the prestigious Simmons School of Funeral Service in Syracuse, NY in 1988 and passed the requirements to be licensed as a NYS Funeral Director in 1989. He established the Candor Funeral Parlor Inc. in Candor, NY in 1985. In 1990, Phil completed his requirements for a MS in Education from Elmira College. His thesis work was in the role of funeral services in the grief process. He has published a book that expounds on his life's experiences. Phil Jordan's personality and humor, as well as his knowledge in his professions, contributes to a most delightful and enlightening experience.

INTERESTED IN SERVING ON A COMMITTEE?

Members are welcome and encouraged to attend board meetings to offer suggestions or serve on various committees. Contact any board member listed on Page 1 for the date and

time of the next Board meeting usually held at the UHS Cafeteria.

NAPM BINGHAMTON – WEBSITE ADDRESS

Please bookmark our new website address:

<http://www.ism.ws/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.

NEW MEMBERS NIGHT

March is New Member month for the Binghamton NAPM. Any potential new member is invited to attend our March dinner-meeting at no charge. We will have membership information available and there will be someone available to answer questions before and after the dinner-meeting. If you know someone who may be interested in joining us, please invite them to the March dinner-meeting or forward their contact information to Marge Ouimette at ouimette@nationalpipe.com.

NAPM BINGHAMTON – SPRING GOLF

The Annual Spring Golf Tournament will be held Wednesday May 12, 2010 at Genegantslet Golf Course in Greene, NY.

Mark the date on your calendars. The event is open to all. The tourney will be a shotgun start at 1pm. Lunch will be served prior to the start (11:30am) and a Chicken BBQ will follow golf. Price will be \$70 per person. Includes lunch, golf fees, cart, and dinner. Reservations can be made by e-mailing team info form below to edriggie@us.ibm.com or fax to 845-559-6157.

PROFESSIONAL DEVELOPMENT

Most 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. CPSM and C.P.M. re-certification points are earned by viewing the seminars with a NAPM Board member but no points are given for private viewings.

Please contact Joe Greco at jjgrec5@hotmail.com if you wish to arrange a loan and viewing. Joe maintains a library of text books, tapes, and DVDs for you to borrow.

Upcoming Satellite Seminars

Talent and Career Management for Supply Professionals **Thursday, February 11, 2010**

Challenging economic conditions and uncertainty are reshaping the face of the job market and raising concerns for many workers around the globe. Supply management organizations are working to ensure that they are staffed with individuals who have the requisite competencies to meet their needs. Supply professionals are searching to find and retain positions that provide job satisfaction and career advancement. This satellite seminar will explore the talent management, career management, succession planning and other human resource challenges in today's supply management arena.

Recent CPSM[®]'s Talk About the Career Benefits They've Enjoyed So Far — and What They Hope to Gain in the Future

Recently, *eSide* surveyed recent Certified Professionals in Supply Management[®] (CPSM[®]s) about their motivations — and rewards — for obtaining the credential. Some have received promotions within their companies. Others have taken new roles in their organizations or switched employers altogether. Still others regard staying current in the profession as its own reward.

Some respondents were anxious to share their opinions and stories, and others preferred anonymity. But, one thing they all had in common was a unique perspective on the CPSM[®]'s career value, both now and in the future.

An Eye Toward the Future

When the survey respondents were asked which aspects of the CPSM[®] Exam would probably prove most crucial to their future success, their responses were all over the board.

For example, Craig Thornton, manager of corporate purchasing for Weston Solutions, Inc. in West Chester, Pennsylvania, said completing the management module of the certification will likely offer the biggest payoff for him. "It was the most comprehensive part of the test," he recalled. "It provided valuable insight and solutions for dealing with everyday management obstacles."

Other respondents expected a wide variety of skills tested in the CPSM[®] Exam to be critical in the future, ranging from globalization, to driving cost savings, to supplier evaluation/tracking, to embracing a more cross-functional mind-set.

Embracing cross-functionality has been key for Jeffrey Penhall, a procurement specialist at international dental equipment manufacturer A-dec. He said the CPSM[®] has fostered within him a broader, more holistic view of supply management's effects on the company-at-large.

"I've enhanced my ability to interface with other managers, with a solid understanding of their scope of work," Penhall explained. "I now have a better understanding about how the business elements come together and function as a single entity."

Expertise Is Evident

For most of the survey respondents, obtaining the CPSM[®] certification was one way to demonstrate mastery of the profession and gain a competitive edge, whether their goal was to secure a promotion or to switch jobs and companies.

"For jobs that require procurement functional expertise, I've proven myself against an extremely recognized standard," explained Mark S. Schwiebert, global procurement director at BP America, Inc. in Geneva, Illinois. "I believe that sets me apart from others who don't hold the designation."

Schwiebert alluded to another often-stated goal among survey respondents: keeping current on the supply management profession. For Randi Klein Greenberg, purchasing manager at G&W Laboratories, Inc. in South Plainfield, New Jersey, obtaining her CPSM[®] was the best way to do that. "Getting my CPSM[®] shows I'm knowledgeable about today's issues," she shared. "The world is so dynamic — but so is my knowledge and skill set."

Sharon Hauht, purchasing and contracts manager for Las Vegas-based Regional Transportation Commission of Southern Nevada, echoes Greenberg's sentiment. For her, studying for the CPSM[®] was a reminder of the vastness of the supply management profession. "Even though I've been in it for more than 20 years, [I know] how important continuing my professional development and education is if I want to stay on the cutting edge of my career," she said.

Last but not least, having CPSM[®]s on staff also pays dividends for the companies employing them. As James M. Truog, manager of strategic purchasing for Wacker Neuson Corp. in Waukesha, Wisconsin, pointed out, staying current on the latest dimensions and factors related to supply management ensures his company stays competitive.

Payoffs Abound for Job Hunters

These days, looking for a job is a pretty common phenomenon. To this end, the survey respondents agreed that having a CPSM[®] is a definite selling point.

One respondent is facing this scenario right now. As of press time, he was involved in a workforce reduction process with his current employer, a chemical company. As he scouts other job options, he said he believes his CPSM[®] designation will be a sign that he understands the processes and interactions of the entire supply chain. "I'm counting on it to demonstrate my mastery of supply management to future potential employers," he explained.

Another respondent — a strategic sourcing specialist for a well-known audio equipment manufacturer — is not currently job hunting. Nevertheless, she feels confident the designation would be very marketable if she was. "In fact, I get more recruiter calls ever since I got my CPSM[®] last year," she confided. "Now they're even more interested in getting me a new job."

Finally, a Texas-based healthcare contract manager said he expects his CPSM[®] designation to help him switch industries. "Many times, supply management professionals are locked into the industries in which they developed their careers," he said. "But, having the CPSM[®] shows companies you possess the necessary skills and knowledge to cross industries."

A Strong Case for Internal Promotion

On the other hand, many respondents were content with their current employers. For them, securing a promotion was a more appealing goal — something they prioritized in their pursuit of the CPSM[®].

For example, one respondent was promoted last month from quality engineering manager to manager of quality and manufacturing at a world-renowned manufacturer. He says his new credential "absolutely" factored into his boss' decision to promote him. "In fact," he added, "my manager pulled me aside and mentioned it was one of the direct reasons for my promotion."

Another respondent received a promotion last year after her supervisor was laid off, taking over the role of global sourcing manager at her employer, an international manufacturer of engineered interconnect assemblies. "Attaining the CPSM[®] helped me get a wonderful overall view of our company's purchasing and sourcing strategies," she said. "That made my boss more confident in my ability to take charge of our global sourcing."

In April, another was promoted at a well-known defense systems supplier. He said he is confident the credential was a determining factor. "I believe I was the only candidate with a CPSM[®]," he explained. "It helped me switch from contracts to subcontracting."

Paul R. Jones, a CPSM[®] in Orange Park, Florida, took things to the next professional phase and started his own business: MorphaSource, LLC. Launched in March, the firm offers all-inclusive supply management services. Jones said his diverse skill set, combined with an entrepreneurial attitude, was "strengthened tremendously" by the CPSM[®] process.

"The skills required today aren't the skills that will be necessary tomorrow," Jones adds. "Anyone who wants true, sustainable advancement potential needs [to understand that] keeping current is critical to avoid being left behind."

Register for exams or find out more in the Professional Credentials section of www.ism.ws. Select [Certified Professional in Supply Management[®] \(CPSM[®]\)](#) or call 800/888-6276 or +1 480/752-6276, option 8.