



THE PURCHASER

Publication of NAPM-Eastern NY, Inc.



Our 90th Year

February 2010

Letter from the President :

Hello NAPM/ISM friends, members & sourcing professionals !! This is the first Newsletter for the 2009-2010 Chapter year. Due to the economy, declined membership and other changes, we are starting late this year. I am Doug Axelson the new President of the Eastern New York Chapter. Please be patient and work with us to revive this chapter this year. We have plans to increase the membership and increase your ROI on your time and membership dues.

This year, we plan our first meeting to be educational, but mostly communication on what will make the organization and its events valuable to you.

Sorry for the short notice, but we plan to meet next Tuesday 2/16 in Clifton Park right off of exit 9 at Clifton Commons - Mocha Lisa's (<http://mochalisa.com/>) from ~6:00-8:30 pm (come early to have more networking time and to talk to me about our plans if you like). Meetings will be the second Tuesday of every month, but next month, we may do a combined meeting with APICS the next day (TBD).

I have been talking to a lot of local small business people as a member of the Southern Saratoga Chamber of Commerce and Malta Business and Professional Association. I have been talking about how important our profession is to any/every company that purchases products or services.

I have seen a lot of news and speeches on the education of the Capital District and surrounding areas for technical, business and marketing growth. What I have not heard about is the training and education in the area of supply chain and purchasing. I found it disturbing that our area finds it very important to market and sell our area, but not to train professionals, such as yourselves, on how to do it effectively and provide real cost savings. People will need to be imported from areas outside of this region if we cannot show value in NAPM/ISM and provide meaningful training. I am not aware of any local training programs, degree programs or majors, or even classes on Supply Chain topics such as basic negotiations, risk management, contracting, logistics or any of the legal aspects of sourcing. Even those of us who have earned certifications can get stale and lose track of our basics if we do not remain up to date and connected to others in the field. I want to change that by reviewing the basics, learning from each other in the district on what makes a great supply chain professional in our local industries.

** But I need information from all of you. Where are all of the buyers, purchasing managers, commodity specialists, warehouse & logistics people working ? Manufacturing ? Healthcare Services ? Education ? The State ? Medical Device Manufacturing ? Services ? I am sure I missed a number of areas. Please send me the company names, industries and specialty titles/positions where procurement is active.

I am looking from Lake George to Poughkeepsie and from Herkimer to the Mass border. Because Glens Falls Chapter closed this year and the current regular membership is/was concentrated in the Capital District, plan to have meetings centered just south of the new Chip Fab Plant around Clifton Park. I expect a lot of growth in Malta, Schenectady, Albany and the surrounding areas. If the majority membership changes, we can adjust. Meeting locations will float around based upon tours and available locations as well.

Again, please send me emails with suggestions, as well as the information requested above and we will learn, grow, network and increase our reputations as the most important tools in our companies for increasing sales. Sales

cannot happen without cost effective and quality products. With the value of a selling price of a product driven by its cost to be produced, we are one of the keys to bringing business back to this region. We need to know how to do it right or lose our edge and our jobs. Please be part of the solution and join us.

Doug Axelson C.P.M.
AxelsonD@aol.com

FEBRUARY MEETING NOTICE:

SHORT NOTICE – Next meeting will be 2/16 at Mocha Lisa's from 6-8:30pm with David MacDonald, Business Review, as our guest speaker. He will present "Seminar on how to utilize the BusinessReview to make connections and build relationships in the area".

Agenda :

- 6-6:30 – Brief Board Meeting
- 6:30-7:00 – Networking and follow up discussion
- 6:45 – 7:30 – Dinner
- 7:30-8:00 – Speaker
- 8:00-8:30 – Follow up discussion and Members meeting to discuss the future of the NAPM Chapter.
- 8:30-8:45 – Closing, follow up, Board to list agenda of next board meeting (in person or conference call?)

Please check out the menu from the website (<http://mochalisa.com/Food%20Menu/Food%20Menu.htm>), 1st drink (soda, regular coffee or Tea) included- Fancy Drinks & Pastry Items extra
RESPONSE IS REQUESTED BY 9:00 AM on Monday, 2/15/2010. Please reply to Melanie Keith, 518-326-3478 or melkeith@nycap.rr.com.

You Now Have Access to Supplemental Articles

Each month, beginning with January 2010, ISM began producing additional articles for all members. ISM will be sending you an e-mail around the 22nd of each month listing the article titles with a link directly to the articles. You'll be able to view the articles in an HTML format, or you can access them through the digital/interactive version of the magazine (select "Supplemental Articles" from the Table of Contents). Look in your e-mail for this new member benefit.

Mission statement: The mission of NAPM-Eastern New York, founded in 1920, is to enhance the Purchasing Profession and educate its members.

Vision statement: Members of ISM are recognized as World Class Professionals. ISM and its ISM and NAPM affiliates serve as centers of excellence in establishing and maintaining best-in-class professional standards of competency and conduct for its members, and matters pertaining to research, education and certification.

NAPM ENY 2010 Officers, Directors and Chairs:

- President: Doug Axelson, C.P.M., 518-280-9223. AxelsonD@aol.com
 - Vice President: vacant
 - Secretary/Treasurer: Melanie Keith, 518-326-3478, melkeith@nycap.rr.com
 - Director: Christine Campbell 266.4634 christine.i.campbell@us.army.mil
 - Board Advisor: Kenneth DeWitt, Jr., C.P.M. 94304040 ext 140 kdewitt@holcim.com
 - DNA: vacant
 - Membership vacant
 - Newsletter Editor: Melanie Keith, 518-326-3478, melkeith@nycap.rr.com
 - Satellite Seminar: George Belev, C.P.M. 395-4000-x 4336 gbelev@nycap.rr.com
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SATELLITE SEMINAR REGISTRATION FORM

Rails, Roads, Water and Air: Logistics, Inventory and Distribution

Thursday, April 22, 2010 9:00 am to 3:30 pm Hudson Valley Community College

As a supply management professional, you work diligently to acquire the best value in products and services for your organization. Critical elements of the total cost include the components of rail, road, air and water -- from mother earth through the supply chain to the final customer (and often back to mother earth). This satellite seminar will provide the supply management professional with insight into logistics, inventory control and distribution policies and practices.

Cost is \$55 per participant or \$45 per participant when four (4) or more from the same company attend.

Lunch and program materials are provided..

NAME _____

COMPANY: _____

ADDRESS: _____

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E-mail: _____

PAYMENT METHOD:

Check # _____ attached

Credit Card _____ EXP DATE _____

VISA MASTERCARD AMEX

PURCHASE ORDER ATTACHED _____

Please return registration form with your payment **no later than 4/12/2010** to

Melanie Keith
NAPM-ENY
299 Edwards Road
Wynantskill, NY 12198