

THE PURCHASER

Publication of NAPM-Eastern NY, Inc.



Our 90th Year

August 2010

Welcome to a new year with The National Association for Purchasing Managers of Eastern New York.

Things are changing growing and we hope you will become part of it. We have a new Education Director, a relatively new President, an NY/NJ Conference in our backyard and opportunities all around. ISM has two new certifications. CPSM has grown in popularity in the past two years and now we have a new one : CPSD - Certified Professional in Supplier Diversity.

We have plans, but we want new ideas, members and more participation from local Companies and Purchasing Professionals like you. We know of no local university or college providing supply chain or procurement training or certification, but we do. PURCHASING & MATERIALS MANAGERS : Raise the standards of materials management locally and it will provide you with a pool of talent for years to come. Send your people and come yourselves to learn, contribute and challenge local best practices. We want to collaborate with your companies and local educational establishments to make this new wider NAPM district desirable for the influx of companies that Globalfoundries, its new supporting companies and our own local large and small companies will bring. Let us be the gold standard in Sourcing and supply chain professionalism.

We also want to reach out to people that we have not seen a lot of yet in the Healthcare Industry, Educational Institutions, State Procurement Organizations, Service Companies, manufacturing companies, large and small, who want to educate and improve their people at an affordable price.

We have updated and improved our website, but more enhancements and links yet to come.

See us at :

NAPM ENY - <http://www.ism.ws/sites/earnny/index.htm>

LINKEDIN - <http://www.linkedin.com/groups?mostPopular=&gid=3258892>

ISM - <http://www.ism.ws/>

Meetings are scheduled :

September 14th - "EDI – Your connection to large companies" (6:00 - 8:30 pm)

September 21st - ASQ/APICS/NAPM Joint invitational meeting

Location : Century House

Presenting Erika Choi - Topic:

Making Change Happen - Strategies for getting organization behavior changes to happen.

October 12th - "The Critical Role of Purchasing Professionals in Lean Enterprise" (6:00 - 8:30 pm)

November 9th - TBD – Energy Buying or Negotiations

November 5-6 - NEW YORK/NEW JERSEY FORUM CONFERENCE – Glens Falls, NY
10TH ANNUAL CONFERENCE - PREPARE TO GROW

December 14th - Proposed Supplier Fair or maybe a Company tour

We are looking for more topics that will have a real ROI for your company !

Letter from the President :

Greetings again NAPM/ISM friends, members & sourcing professionals !!

I hope your summer is as great as mine is turning out to be.

In our efforts and plans to increase the membership and increase the ROI on your time and membership dues, we have two more excellent speakers on local and relevant topics (so far). Look at the announcements to follow for more.

As I have said hundreds of times over the past 6 months. Membership in NAPM/ISM has so many values that it is hard to put them in to a short letter, so I will throw out just a few benefits that make the Local (ENY) and National Membership worth it to me. Networking with other people locally to see what other opportunities for growth and movement, but more importantly, to see what best practices others use and who their contacts are.

ISM National has their “**20+ Reasons to Join Today**” on the website (<http://www.ism.com/membership/center-of-the-south-number-4664-eny-number-4444>), but with the growth coming to the eastern Upstate New York Area, we are the best way to prepare. If you are a company, you want the best people. If you are a Procurement Professional, you should prepare for the opportunities that will follow the growth of some of our local companies, but the new opportunities that the Globalfoundries plant and its support companies are going to bring. Join NAPM, lead a group, join the board and show you have more than just a few years of experience. Education towards certification is also certainly a gold star on your resume and shows dedication toward your profession and personal career growth. As I mentioned in a previous letter, networking will also be a big part of this new NAPM organization and we should all consider stepping into the 21st century and try Professional Social Networking as well. I have become more familiar with LINKEDIN over the past few months and find the discussions very interesting and enlightening. I also have set up a new Discussion Group on LINKEDIN. NAPM is part of the Southern Saratoga Chamber of Commerce and is considering linking with other Chambers and Professional Organizations. We still plan for our meetings to be educational, but we need communication from you on what will make the organization and its events valuable to you. Do you want to show off your company ? Call me and maybe we can have a meeting or tour at your facility.

We will continue to use our centralized location (between the old Glens Falls Chapter and Amsterdam), but that is subject to change. We plan to meet the second Tuesdays of each month in Clifton Park right off of exit 9 west at **Southern Saratoga Chamber of Commerce conference center in Clifton Park** from ~6:00-8:30 pm (come early to have more networking time and to talk to me about our plans if you like).

Directions : As you get off to Rt.87 at Exit 9w, pass the light for Price Chopper and turn right at the next light on Maxwell Drive. Pass one light and turn right into the back side of the Price Chopper building and you are there. The Conference Center is directly behind Price Chopper on the right hand side of Rt.146 west, off of the Northway.

As I said a few months ago, I have been talking to many 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 hope you feel the same way and will support NAPM, yourself and your companies by growing with us and helping us grow.

** Again, I need information from all of you. Where are all of the buyers, purchasing managers, commodity specialists, and 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.

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.
Axelson.Douglas@gmail.com

September Meeting Notice:

Join us this month for an informative presentation

By Jonathan Sternfeld, CPIM of EXEControl Global Solutions

EDI – Your connection to large companies

Wondering what it is and why it is? The federal government and many large businesses conduct all of their purchasing through EDI. Find out how to optimize your business operations and improve relations with your customers and vendors through the use of Electronic Data Interchange (EDI). Join NAPM-ENY and Jonathan Sternfeld, EXEControl Global Solutions, Clifton Park, for this informative presentation.

Followed by group discussion with presenters. Your input is welcome and valued..

MEETING DATE: Tuesday, September 14, 2010

Social time: 6:00 PM

Dinner: 6:30 PM

Presentation: 6:45 PM (1 CEH)

LOCATION: **The Chamber of Southern Saratoga County,**
15 Park Ave. Suite 7, Clifton Park, NY 12065

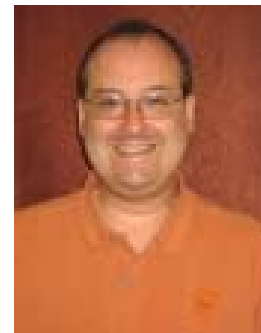
MENU TBD:

Cost of the meeting & dinner is \$20 for non-members. Meeting is \$10 for members (discounted price based on affiliate dues membership and members get 2 free passes per year). Reservations need to be made by the end of the business day on **September 9th, 2010 (Thursday)**. All reservations should be made via e-mail to melkeith@nycap.rr.com. More information to follow on event Flier shortly.

By attending, you will:

- Review business transaction flows
- Learn about EDI documents, standards and transmission methods
- Understand the pitfalls and advantages of EDI
- Discuss reasons to implement EDI
- **Earn 1 Continuing Education Hour credit towards CPSM or CPM**

Documentation will be provided for education/certification credit.



SPEAKER'S BIO: Jonathan Sternfeld, CPIM

Jonathan Sternfeld is a Senior Applications Developer at EXEControl Global Solutions. He has been with EXEControl for over 17 years, and during this time has worked with every part of the EXEControl ERP/CRM business software package. Jonathan graduated Magna Cum Laude from the State University of New York at Albany with a B.S. in Business Administration, concentrating in Management Information Systems and with a minor in Computer Science. Jonathan is also a member of APICS, The Association for Operations Management, and is Certified in Production and Inventory Management (CPIM) through that organization.

EXEControl Global Solutions

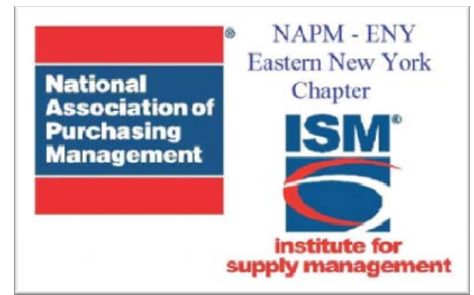
Established as a software company in 1969, EXEControl® Global Solutions was an early pioneer and is today a leader in information technology for small and mid-size businesses. Its experienced team of consultants, engineers and technicians provides all services necessary to deliver and maintain successful information systems. Services include software development, implementation, training, help desk support, network infrastructure, system design, and ongoing consulting.

NOTE: Board Meeting at 5:30 pm.

October NAPM Meeting and Educational Event:

MEETING DATE/TIME:

Tuesday, October 12, 2010
Board Meeting: 5:30 PM
Social time: 6:00 PM
Dinner: 6:30 PM
Presentation: 6:45 PM (1 CEH)



LOCATION:

The Chamber of Southern Saratoga County, 15 Park Ave. Suite 7
Clifton Park, NY 12065

Topic: The Critical Role of Purchasing Professionals In Lean Enterprise

Lean Enterprise continues to be a popular management philosophy because of its universal applicability, bottom-line results, and use of mostly common sense tools and thinking. Even so, many organizations ultimately fail in their Lean efforts, and very few come close to their full potential. This presentation deals with one key factor for Lean success – the buy-in and commitment of purchasing professionals. We will discuss why the purchasing professional is uniquely critical to Lean Enterprises of all types/sizes/levels of maturity, why early buy-in is imperative, and methods for winning and maintaining their support.

Bio: Todd Nadler

Todd Nadler is the Director of Corporate Operations for Tingle, Brown & Company, a multi-divisional, multi-location manufacturer and global supplier of products for commercial laundries and a wide range of other markets. He joined Tingle in April of 2007, where one of his primary responsibilities is directing corporate-wide process improvement efforts. Additionally, he is responsible for corporate purchasing in the areas of information technology and process improvement, as well as divisional purchasing related to safety.



Prior to joining Tingle, Todd was the Senior Business Solutions Consultant for EXEControl Global Solutions, an enterprise software and business-consulting firm, serving a wide array of manufacturers, distributors, and retailers. Previous to that, he served as the Manager of Information Systems for Aqua Clear Industries, a manufacturer of swimming pool and spa chemicals.

Todd has been an active member of APICS – The Association for Operations Management since 2006, serving on the Albany/Capital District Chapter's Board of Directors since 2007, currently as Executive Vice President. He is an APICS-qualified instructor in Lean Enterprise, Production & Inventory Management, and Supply Chain Management, and has been teaching the APICS Lean Enterprise Workshop Series since its inception in 2008.

Todd holds a Bachelor's Degree in Computer Science from Clarkson University. He is certified by APICS in Production and Inventory Management (CPIM) and is a Certified Supply Chain Professional (CSCP). He is a Certified Six Sigma Green Belt (CSSGB) through the American Society for Quality (ASQ) and is currently pursuing their Certified Six Sigma Black Belt Certification (CSSBB). He has over 18 years of management experience in Operations, Process Improvement, and Information Technology.

Also announcing :

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#INSTITUTE FOR SUPPLY MANAGEMENT NEW YORK/NEW JERSEY FORUM #

10TH ANNUAL CONFERENCE - PREPARE TO GROW #

GLENS FALLS, NEW YORK - November 5 - 6, 2010

**Multiple Learning Sessions, Networking with Procurement Professionals
from all over New York and New Jersey.#**

This month's issue of *Inside Supply Management*[®] is now available online in a digital (interactive) format. Visit this [link](#) to gain immediate access to the past several issues. Locate the cover of the desired issue and either choose **HTML** (to read and print out the articles in web format), or **Interactive** (to view the digital version); you can also simply select the first bullet underneath the magazine covers (**Digital/interactive edition of this month's *Inside Supply Management*[®]**) to go directly to the interactive content.

Note: Please be sure you are logged into the ISM web site as a member of ISM to see the link to the HTML and interactive/print issues. As a reminder, you will receive an email announcing the *Report On Business*[®] availability as well as the digital edition of the magazine each month.

Board members met in August (and most prior months in 2010) and discussed the future of NAPM-ENY at length. One change to note: meetings will now be included at a discounted rate – each member and nonmember will pay a portion of the meeting cost, depending on the program. Dues paying members get two prepaid meetings per year, then members & non-members pay a base rate of \$20 per dinner meeting. The chapter only receives \$85 per member and cannot afford to pay \$25 per member per meeting for dinner meetings unless we are sponsoring a special program. Rates will vary accordingly. Non-members and honorary members will pay the full cost. The board agreed to revisit this issue in the future, depending on meeting attendance and any rise in membership.

Look at and tell your colleagues about the benefits of membership (these are just a few) :

- Access to the [CAPS Research](#), the premier non-profit research center dedicated to supply and supply chain issues. ISM members may register at the CAPS Research web site and download CAPS Research focus studies, benchmarking reports, critical issues reports, and best practices articles.
- [ISM's Principles and Standards of Ethical Supply Management Conduct](#), first adopted in 1923, which remains one of the outstanding ethical statements in modern business.
- Networking opportunities during ISM sponsored seminars and conferences, and other special events.
- Discounts of up to 50% on ISM sponsored programs, products, and Annual Conference.

As Purchasing professionals within the 75 miles of the Capital District, you should consider the importance of your position, and of those working around you in sourcing roles. Savings, best practices, contacts and leadership opportunities make it worth the investment in membership, or at least the monthly meetings/seminars. If not, why are you in the profession ?

A Big Thanks from the President :

Good & difficult news from the board. We want to thank Christine Campbell who is stepping down for work related reasons and Kenneth A DeWitt Jr, C.P.M. who is retiring from the board as of October !! We welcome Mike Charron to the board as our Education Czar and Website Technology Team member. Check out phase one of our updated Website.

I wanted to thank all of the friends, contacts and advisors that I have met so far in this journey to revive NAPM to its former stature, level and reputation. The Chamber of Southern Saratoga, Malta Business and Professional Association and local business people throughout the Capital District have been a huge resource. Consider looking closely at them. Thanks to Scott Mathias for helping me with a great flier that is coming out with the September Newsletter for the Southern Saratoga Chamber, where we have held meetings. Scott is a great resource of information. (<http://www.scottmathias.com/>)

Thank you to LINKEDIN. I would advise anyone and everyone to set a profile and use it to connect to local businesses, each other and worldwide experts in a variety of areas. It is an educational opportunity and a way to keep on top of the growth underway locally. I have too many people that I want to thank that I have met that way !

I hope your summer was great as mine is turning out to be. A new job in a new field (still purchasing, but in healthcare). I thank all who networked with me and provided contacts during this difficult employment environment. I hope to return the favor by bringing together a new NAPM Network. A forum where Supply Chain and Purchasing Managers find great new, trained professionals in our affiliate and Buyers, Planners and Supply Chain Professionals find educational opportunities to enhance their current positions, but also to look to future or if you are searching right now. I know that I appreciated the contacts during my search and if you are searching and need advice, you can reach out to me personally (Axelson.Douglas@Gmail.com). Networking is and always been the best way to find that next job, level or valuable professional contact. Join us for that and the education that employers are looking for.

Thank you for reading this far into this newsletter. I had a lot of updates and information to kick off the year. I hope you will take advantage of the educational and leadership opportunities at NAPM ENY.

RECIPE OF THE MONTH

Thai Chicken Skewers -

There is still time for grilling! Enjoy this light dish as an appetizer or a meal. Serves 8 as a snack (2 per person).

Ingredients:

1 ¾ cup light coconut milk	1 tsp fresh grated ginger root
2 TBS chopped fresh cilantro	1 tsp fresh grated lime zest
1 TBS dark brown sugar	¾ tsp salt
1 ½ tsp Thai curry paste	1 lb skinless, boneless chicken breast

Preparation:

1. Pound chicken breast thin and cut crosswise on the diagonal into 16 strips.
2. In medium bowl, whisk together coconut milk, cilantro, sugar, curry paste, lime, ginger and salt until blended. Set aside 1 cup of mixture to make dipping sauce.
3. Put remaining mixture and chicken into container with cover or food storage bag and marinate chicken for 1-3 hours (or overnight).
4. Soak 16 wooden skewers in water to prevent scorching.
5. Preheat grill. Remove chicken and skewer one piece on each skewer – lengthwise. Grill, turning once, until chicken is cooked through – 5-6 minutes
6. Meantime, boil reserved coconut mixture in small saucepan. Reduce heat and simmer 5 minutes – until thickened and reduced by half. Spoon into a bowl and arrange skewers on a serving platter.

You can add a little “heat” with hot pepper flakes or Frank’s hot sauce – to taste. (A little goes a long way!) YUMMY !

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