



THE PURCHASER

Publication of NAPM-Eastern NY, Inc.



Our 90th Year

June 2010 (Rev a)

June Meeting Notice:

Join us this month for an entertaining and informative presentation
by NAPM-ENY's own Mike Charron –

Why you need to visit your offshore suppliers in person

(or what I saw when I got there wasn't in the brochure)

Mike will discuss the changing low-cost country supply market and many of the risks and benefits associated with engaging in a low-cost country offshore strategy. He will include practical examples and real world case studies of what he has seen work and not work. This should help the sourcing professional to understand why you need to visit your offshore suppliers in person, and why you need to pay attention to every detail when outsourcing.

MEETING DATE: Tuesday, June 22, 2010

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

MENU SELECTIONS:

1. Roast beef on asiago bread with horseradish sauce, lettuce, tomato and onion. OR
2. Turkey and bacon on tomato basil bread with lettuce, tomato, mayonnaise, and Gouda cheese. OR
3. Tuna Salad on white or wheat with lettuce, tomato, mayonnaise and onion. OR
4. Mediterranean veggie on white or wheat with pesto humus, honeydew peppers, cucumbers, and Feta cheese.

All dinners include:

Chips, cookie and pickle. We will be providing brownies, salads, beverages separately.

Cost of the meeting is \$20 for non-members. Meeting is \$10 for members (discounted price based on affiliate dues membership). Reservations need to be made by the end of the business day on **June 18, 2010 (Friday)**. All reservations should be made via e-mail to melkeith@nycap.rr.com – don't forget to include your menu and cold beverage selection in your e-mail.. Payment will be collected by the treasurer at the door.

By attending, you will learn:

- ✓ The importance of a researching your supplier base
- ✓ Key considerations for off-shore purchasing
- ✓ Look at tools for developing supplier relationships

SPEAKER’S BIO: Mike Charron has over 20 year of sourcing, engineering and manufacturing and program management experience. He comes to Unimacts from Textron, where he led several business initiatives in Supply Management and Six Sigma at Cessna Aircraft Company and Textron Corporate. Previously, Mike was with General Electric at the Rail Transportation Systems division where he led several sourcing projects in Central Europe, India, Indonesia and China as well as programs to manufacture and deliver locomotives to Brazil and Egypt. Before joining GE, Mr. Charron was in the U.S. Air Force, as a Systems Program Office Project Officer, and he began his career as a circuit assembler and electronics technician for Digitronics Sixnet, a small, private OEM of industrial control equipment. Mr. Charron received his BS in Engineering and his MBA from Clarkson University and holds a Professional Engineering License in the State of California. He is also an ISM Certified Purchasing Manager, and a Certified Black belt with both Textron and GE.

NOTE: Board Meeting at 5:30 pm.

Letter from the President :

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

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

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. The magazine not only has relevant, but thought provoking ideas on ways to improve your game or make changes that will improve the reputation of your organization, and you personally. The website is just so packed with valuable tools that I could take up several pages on that alone. Maybe we will provide examples in a future newsletter. 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. This month, we add to our list of contacts, all of the National Members who are either unaware that we exist, may have lost out due to their chapter closing down or need a reason to revive interest in NAPM. To you all, welcome and please follow us through the few emails that you will get from us monthly to grow with us and feed back what you would consider worth the few hours a month a meeting takes. We still plan for our second meeting to be educational, but we need communication from you on what will make the organization and its events valuable to you. I got some feedback that people enjoy tours and I will set some up next year if possible. Do you want to show off your company ? Call me and maybe we can have a meeting or tour at your place.

This month we will use our centralized location (between the old Glens Falls Chapter and Amsterdam), but that is subject to change. We plan to meet 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.

We may find a centralized restaurant as membership grows, but for the moment we are planning on the second Tuesdays each month for meetings either at the Chamber Conference Center or in the Clifton Commons - Mocha Lisa's (<http://mochalisa.com/>). but it will move around until we grow and the memberships needs change.

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

As I have mentioned in past newsletters, I still hoping to hear more from all of you about your training and education needs 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 as much

to train professionals, such as yourselves, on how to do it effectively and provide real cost savings. I heard from a local college that some local courses have some supply chain content, but no specific Supply Chain Courses or programs. We plan to bring in one or two local professors to teach us about relevant issues. I hope to learn more about that and other educational outlets. We still need to show value in NAPM/ISM and provide meaningful training. 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.

Networking and discussing what we do at our local companies will not only show us better processes and practices, but link us together and give us colleagues outside of our own companies to work with if we should desire a change of work place, or be downsized or, outsourced. Believe me, you should know the local market in this economy. My recent search tells me that opportunities locally are restrictive.

** Again, 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 still 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.

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.
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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 April issue. Locate the cover of the June 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 April and discussed the future of NAPM-ENY at length. One change to note: meetings will now be included at a discounted rate – each member will pay a portion of the meeting cost, depending on the menu. The chapter receives \$85 per member and cannot afford to pay \$25 per member per meeting for dinners. Non-members and honorary members will pay the full cost. The board agreed to revisit this issue in the future, depending on meeting attendance.

RECIPE OF THE MONTH

Summer Pasta Salad

Slice 2-3 tomatoes and 2 small zucchini or yellow squash about ½ inch thick and remove seeds from tomatoes. Brush with olive oil and sprinkle with salt and pepper. Grill on medium for about 8-10 minutes per side. Zucchini should be tender crisp. Tomatoes should hold shape.

Cook one pound of tri-color pasta (I like the twists or bow ties) to al dente stage.

Mix 3 T balsamic vinegar or fresh lemon juice with ¼ cup olive oil, 1 tsp salt and 1 tsp pepper.

Slice green and red peppers very thin and cut into ½ inch pieces.

Chop 2-3 scallions, including green tops.

Mix all ingredients in medium bowl. Can be served warm or cold. Refrigerate left-over's.

You can add other ingredients you like – black olives, French fried onions, croutons (don't add until ready to serve or they get soggy), sliced mushrooms (grilled Portobello's –yum!)

Great with any grilled meat or try a meatless night. Enjoy your summer!

NAPM-ENY
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