

THE PURCHASER

NAPM - ENY
Eastern New York Chapter



Our 90th Year

October 2010

**We welcome some new folks to hear about and we hope join with
The National Association for Purchasing Managers of Eastern New York.**

Things are still changing in the Eastern New York Chapter and we hope you will become part of a new and dynamic organization. The NY/NJ Conference is coming a couple of weeks and right in our own backyard. ISM has opportunities all around. There are 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 new company contacts and recruiters are asking about our people for employment opportunities. If you are a High-End Director type or someone looking for a temp position, email me. For those with a desire to gain leadership experience, we have room on the board, with a few members retiring over the past year. I have been talking to the Glens Falls Chapter about joining or merging together to strengthen membership and broaden our network.

I have said this before, but we have some plans in the works, but 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 are here to help with this.

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 to 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 *are* concerned about what seems to be a lack of pride in our profession and a lack of interest in improving the processes and results of our work. As an individual contributor or as a manager, we are all measured at some point on our performance. This is your opportunity. I have spoken with a few recruiters and heard that even the local companies cannot find what they perceive as highly trained and forward thinking Purchasing Managers. They are recruiting from outside of SmAlbany.

The Glens Falls chapter dissolved a few years ago, but there are still folks paying dues and we are asking you to join us. We are currently operating out of Clifton Park, less than 40 miles from Glens Falls. Global Foundries and many other companies will be starting up in the near future and looking for people, who are trained, certified and showing what they are made of.

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.

Doug Axelson C.P.M.
President – NAPM-ENY
Axelson.Douglas@gmail.com

ISM NEWSLINE HAS A LOT OF NEWS ABOUT NEW WEBSITE TECHNOLOGY :

There are a lot of opportunities for education and this month on the ISM Website, they show you how could be receiving and managing valuable ISM E-Mails

Now there's one quick stop on the ISM website where you can go to manage the e-mails you receive from ISM — My Account/Manage Newsletters/E-Mail Preferences. Use this area to manage the various newsletters and informative e-mails you wish to receive. Check the e-mail options you want to receive, and uncheck the ones you don't.

Newsletters include:

- ***eDigest: Chemicals*** Produced in conjunction with the ISM Chemical Group, this publication is a quarterly e-newsletter that provides timely information on supply management topics pertinent to the chemical industry and those purchasing chemicals. Each issue contains articles, facts, strategies and resources to help you understand the sourcing issues that face this dynamic field.
- ***eSide Supply Management*** Career advice. Research results. International business tips for when you travel. Social responsibility case studies. Negotiating strategies. *eSide* offers all this information —and more —exclusively to ISM members.
- ***Just in ETime*** Delivers ISM and supply management related news and updates to your desktop every other week. You also receive regular updates for breaking news, such as the *ISM Report On Business*®.
- ***Member's Edge*** ISM's only e-newsletter designed specifically for members, with useful information, news, upcoming events and a member benefit of the month highlighted each issue. Sent bimonthly to all ISM members.
- ***NewsLine*** A monthly newsletter that is distributed to volunteer leadership.
- ***Spotlight*** The biannual newsletter of ISM member benefits offered by ISM Groups and Forums, including updates of their current activities.
- ***Supply Line 2055: Certification Updates*** A quarterly e-newsletter that keeps you updated on the latest information on ISM's credentialing programs with answers to your frequently asked questions. You will also receive notifications of updates to the CPSM®.

ISM e-mails include:

- **Annual ISM Conference :** Conference updates and highlights for both members and nonmembers. Stay current on workshop highlights, special events and keynote speakers. Conference alerts sent as sessions and events are fine-tuned and finalized.
- ***Inside Supply Management***® This e-mail notification informs you when ISM's monthly magazine for members, *Inside Supply Management*®, is available online in an interactive or HTML format. This e-mail notification also provides you a link directly to the *ISM Report On Business*® soon after its release to the media.
- **ISM Career Enrichment** Obtain the latest ISM news and receive updates on upcoming events, the profession and other topics critical to your career enrichment. You will also receive notifications on ISM products and services including *free* ISM web seminars.

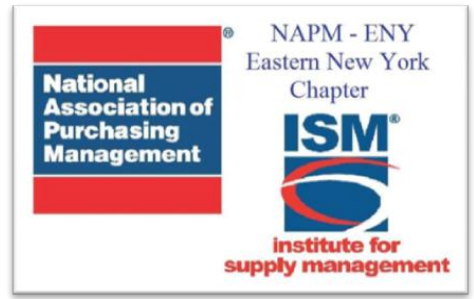
To manage your e-mail preferences, go to the ISM Home Page at www.ism.ws and select My Account and then Manage Newsletters.

Recently Added Items on the ISM Website

New items are being added to the ISM website every day. New items include:

- ISM partners with the Supply Chain Council
- ISM's new professional designation — Certified Professional in Supplier Diversity™ (CPSD™)
- 2011 Diversity Summits
- New CPSM® materials

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 ?

More from the President :

As I have said hundreds of times over the past year. 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.

To show the ROI to your company, remind them that if your company sells a product or service, chances are a significant portion of that product is purchased. And, if you can put some effort into reducing that spend, the savings achieved goes straight to the bottom line! Most companies have to make TEN TIMES in sales to match the profitability of each dollar saved in purchasing! This is the power of effective purchasing!

Spend management is what this Not-for-profit, educational organization trains people in. We don't sell anything (or buy in this group), but we are all Buyers and Commodity, Purchasing and Contract Managers with a set of tools that make us effective, ethical professionals in our field. Is your company practicing effective purchasing? If not, you should. We bet your competition is!

ISM National has their “**20+ Reasons to Join Today**” on the website (<http://www.ism.us/membership/content.cfm?ItemNumber=905&navItemNumber=5466>), 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. 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.

** 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

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/earny/index.htm>

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

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

Past Meetings this season were :

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.

Meetings are scheduled :

October 12th - Cancelled

November 9th - "The Critical Role of Purchasing Professionals in Lean Enterprise" (6:00 - 8:30 pm)

November 5-6 - NEW YORK/NEW JERSEY FORUM CONFERENCE – Glens Falls, NY

10TH ANNUAL CONFERENCE - PREPARE TO GROW

December 14th - TBD

- Energy Buying or Negotiations
- Proposed Supplier Fair or maybe a Company tour

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

A Big Thanks from the President :

Good & difficult news from the board. Again, we want to thank Christine Campbell who is stepping down for work related reasons, Kenneth A DeWitt Jr, C.P.M and George Belev who are 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.

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.

NAPM-ENY President
Doug Axelson C.P.M.
28F Hollandale Lane
Clifton Park, N Y 12065

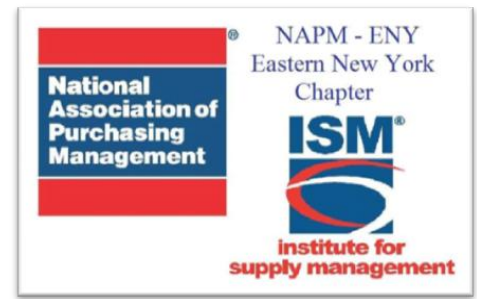
518-280-9223

Axelson.Douglas@Gmail.com

November NAPM Meeting **and Educational Event:**
(Previously postponed)

MEETING DATE/TIME:

Tuesday, November 9th, 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 Tingué, Brown & Company, a multi-divisional, multi-location manufacturer and global supplier of products for commercial laundries and a wide range of other markets. Joined Tingué in April of 2007. Primarily directing corporate-wide process improvement efforts. Also responsible for corporate purchasing in the areas of information technology, process improvement and divisional purchasing.

Active board member of APICS since 2006, serving Albany/Capital District Chapter, 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.



APICS
(CSCP).
and is

Todd holds a Bachelor's Degree in Computer Science from Clarkson University. He is certified by in Production and Inventory Management (CPIM) and is a Certified Supply Chain Professional. He is a Certified Six Sigma Green Belt (CSSGB) through the American Society for Quality (ASQ) 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.

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

Cost : only \$20

RSVP by Monday 8am 11/8 to Melanie Keith at melkeith@nycap.rr.com

Any other Questions, contact Doug Axelson – Chapter President @ AxelsonD@aol.com

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.