

**Jauch, Chris**

**From:** NAPM Miami Valley [marketing@napmmiamivalley.com]  
**Sent:** Monday, January 14, 2008 9:51 AM  
**To:** Jauch, Chris  
**Subject:** NAPM Miami Valley Newsletter



## ----- Buy Lines -----

The Quarterly Newsletter from NAPM Miami Valley

January 2008

### President's Corner

Welcome to 2008! A new year always brings with it thoughts of fresh starts, new experiences, plans to set and reach goals, and a lingering wish that you had passed on that second (or third!) helping of mashed potatoes during the holidays. While there isn't much we can do to help you recover from the potatoes, all of us at NAPM Miami Valley do hope we can help you attain some of the other goals you set for yourself for this upcoming year.

On a less intense level, I am also looking forward to understanding what the CPSM certification is all about by taking, and hopefully passing, the bridge exam when it is offered by ISM. In addition, I am really looking forward to the NAPM Miami Valley programs that we have scheduled over the next five months. We're going to have some very strong programs. I hope you are able to join us at these events.

I have always believed that a person's education should not stop when he or she is handed a diploma. Adults need to maintain their competitive edge throughout their careers by continuing to build their knowledge base and by meeting new people and making new connections in their field and community. Never has this been as critical as it is today in our quickly changing business environments. NAPM Miami Valley is working to provide our members with opportunities to do both.

I wish each of you a safe and happy new year and I hope that you achieve all that you set out to accomplish in 2008.

Best wishes,

Diana Thompson, C.P.M.  
President

### In This Issue

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### Calendar of Events

**February 7, 2008**  
 Satellite Seminar  
 "Market Intel"  
 10:00a - 2:30p  
 Sinclair College

**February 14, 2008**  
 Dinner Meeting  
 "Buy, Make, Move"  
 5:30p - 8:00p  
 Holiday Inn North

**March 13, 2008**  
 Dinner Meeting  
 Supplier Relations

## Resolutions for Success

Why not set a few resolutions for yourself as a supply management professional? Here are some ideas that can make 2008 a banner year.

... **get your CPSM certification.** CPSM will enable professionals to excel in 21st-century strategic supply management.

... **attend a professional development seminar or networking lunch.** Sign up for one and meet other like-minded professionals? Just be sure to bring a stack of business cards!

... **read and share a business book.** The CPSM supplemental reading list contains eight books that range from finance to global competition. Once done, write a short book review for our newsletter.

... **download and listen to a podcast on a business topic.** You can search for podcasts using the following Web sites:

[www.podscope.com](http://www.podscope.com)  
[www.everyzing.com](http://www.everyzing.com)

... **become part of the supply management online community.** Start off reading and becoming familiar with specific blogs. Read comments left by others or participate in the blog by posting your own comment. Search for blogs using the following Web site:

<http://ismsv.blogspot.com>  
<http://www.pageflakes.com/ismsv>

## NAPM Miami Valley Supplier of the Quarter



We're pleased to announce that Benjamin Steel has been named as the NAPM Miami Valley Supplier of the Quarter, for the second quarter of our 2007-2008 year. They were nominated by Gene Demeter, Purchasing Manager of Hilltop Basic, who says, "Benjamin Steel personnel are a dedicated group of individuals that care. They will go above and beyond to see that your order is processed on time."

Benjamin Steel is a family owned steel service center headquartered in Springfield, Ohio. They also have three other Ohio locations in Dayton, Lima and Mansfield. They purchase plate, sheet, bars, tubing and other structural shapes from steel mills and distribute to a diverse customer base. They provide processing services including 3D rotary laser, saw-cutting, shearing, oxy-fuel, and plasma burning. Above all, Benjamin Steel provides excellent service to their customers.

The original business was known as Demana Iron and Metal Company, which was started by Dominick Demana in 1935. This business grew, and in 1962 Vince Demana, Dominick's son, purchased the company. In line with Vince's vision to expand the business, in January 1969 Vince purchased Benjamin Iron and Metal Company. In 1970, the name was officially changed to Benjamin Steel.

5:30p - 8:00p  
 Holiday Inn North

**April 7 2008**  
 Satellite Seminar  
 "Sustainability"  
 10:00a - 2:30p  
 Sinclair College

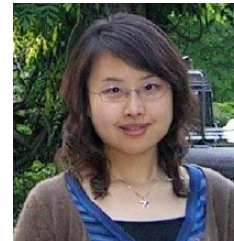
**April 5 2008**  
 Dinner Meeting  
 "Ethics"  
 5:30p - 8:00p  
 Holiday Inn North

**May 4-7, 2008**  
 ISM Convention  
 St. Louis, MO

**May 17, 2008**  
 Annual Meeting  
 Topic: TBD  
 5:30p - 8:00p  
 Holiday Inn North

**Fall 2008**  
 Golf Outing  
 Date TBD

## Another Juanita Vertrees Grant Awarded



NAPM Miami Valley awarded a \$1,000 Juanita Vertrees Educational Grant to Qun "Trin" Gu at our January 2008 Dinner Meeting. Trin, a Ph.D. Candidate at Wright State University, is researching analytical models in supply chain management.

Click [HERE](#) if you would

To see if Benjamin Steel can add value to your organization, you may visit their [website](#) or contact Chris Rau by calling (937) 233-1212 or via email at [cr@benjaminsteel.com](mailto:cr@benjaminsteel.com).

like to learn more about the Juanita Vertrees Educational Grant.

### CPSM Pilot Testing is Almost Here

ISM is very close to completing and releasing new CPSM (Certified Professional in Supply Management) study materials and certification testing. They have requested that our affiliate participate in the CPSM Pilot Testing Program. Participants will review the new study guides and materials, and to be the first to take the certification tests. Testing will take place at Sinclair Community College in March 2008. Our testing results will be a key component of a nation-wide pool of results, which ISM will use to:

- Establish pass/fail values
- Evaluate relevance of individual test questions
- Create the first CPSM-certified supply chain professionals

Participants must meet following requirements to be eligible to participate:

- NAPM Miami Valley member in good standing
- 4-year degree from an accredited college/university
- Cannot hold a current C.P.M. certification
- 5 years supply management experience

ISM will provide study materials and testing at significant discounts for Pilot Testing Program participants. The actual costs will be published shortly. If you are interested in joining this select group, please contact NAPM Miami Valley's Professional Development Chair, Gary Abney, at [gary.abney@paxar.com](mailto:gary.abney@paxar.com).

Click [HERE](#) to find out more about the CPSM. Please keep in mind that ISM will *not* offer the Bridge Exam during pilot testing. Instead, the bridge will be offered for the first time at the ISM Annual Conference on May 7, 2008



### ISM to Launch New ePublication

## eSide

Debuting this winter, *eSide Supply Management: Essential Principles for Professional Growth* is a new e-publication written with entry- and mid-level supply management professionals in mind. This bimonthly digital magazine will feature practical, service-oriented articles, research and industry updates for up-and-coming supply management professionals, directors, managers, buyers and purchasers.

Upper-level supply management executives who want to stay current with the trends and information important to their employees will also benefit from *eSide*.

### Do You Have an Excellent Supplier?

Now is the time to nominate your favorite supplier to be a NAPM Miami Valley Supplier of the Quarter. Suppliers selected will be profiled in the following newsletter. Suppliers will be selected based on quality, customer service, delivery performance and innovation.

You may request an application by sending an email [HERE](#).

### Online Glossary

Need a valuable online reference that provides a better understanding of the terminology used in supply management? Greatly expanded, the new fourth edition ISM Glossary of Key Supply Management Terms includes information from all disciplines within supply management. You may browse terms alphabetically or search by keywords. Click [HERE](#) to see for yourself



### New ISM Course

Distributed exclusively to ISM members, every edition of *eSide* will deliver career advice, survey results, global business tips, informative reports on social responsibility and more.

## Don't Miss the Next ISM Satellite Seminar

Topic: Market Intelligence  
 Date: Thursday, February 7, 2008  
 Time: 10:00a - 2:30p  
 Place: Sinclair Community College in Dayton  
 Cost: \$60

Summary: Many companies are finding that information is a critical component of the sourcing process. How much they know about their suppliers and the market helps not only in negotiating, but in controlling costs and determining project success. This program will look at where and how to obtain information and how to use it to achieve success.

ISM Satellite Seminars offer the perfect opportunity to keep your supply management team up to date on timely, relevant topics that directly impact the profession. The broadcasts are hosted by NAPM Miami Valley at Sinclair Community College in Dayton so you can attend an ISM seminar in your local area and incur little or no travel expense.

The registration fee is \$60. Both members and non-members are welcome. The seminars start at 10:00a and finish at 2:03p, with refreshments and lunch provided.

Each program is interactive and designed for all levels of supply management professionals. Although some portions of the programs are prerecorded, they include live question and answer segments where you can phone, fax, or e-mail your questions to the panelists.

For more information or to register for the seminar, please send an email to [marketing@napmmiamivalley.com](mailto:marketing@napmmiamivalley.com).

## Our Newest Members

Luke Adams - Miami University  
 Ashley Allender - Miami University  
 Nelson Ardon - Serco  
 David Buley - Avery-Dennison  
 Richard Christopher  
 Michael Davis - Miami University  
 Blake DeCola - Miami University  
 Wilhelm Genn - Miami University  
 Jonathan Green - Miami University  
 Qun "Trin" Gu - Wright State University  
 Steven Harrod - University of Dayton  
 Garret Hossfeld - Miami University  
 Lyndsay Jones - Miami University  
 Victor Lin - Miami University  
 Luke King - Miami University  
 Stephen Mehrose - Goodrich  
 David Miller - Miami University  
 Mallory Monte - Miami University  
 Jacqueline Murray - Miami University

## Available

The new Project Management for the Supply Management Professional (3966) course focuses on capital equipment, outsourcing and services. provides an overview of project management and shows how it could be use in procurement situations i the complex areas such a capital equipment, outsourcing and services. Completion earns 7 CEHs. The cost of the course \$195 for members and \$295 non-member.

## Call for Articles

If you wish to submit an article for publication in our newsletter, please do so via email to [marketing@napmmiamivalley.com](mailto:marketing@napmmiamivalley.com). We reserve the right to edit and publish articles at our discretion.



## Gas Prices Hurting Your Budget?

Anyone that attends a dinner meeting or satellite seminar is eligible to win one of two \$25 Speedway gas cards. Here are the lucky winners so far...

Joe Wallard  
 Libby Stephenson  
 Mariellen Gillespie

Lynsey Nash - Miami University  
Matthew Noll - Miami University  
Patrick O'Brien - Copeland  
Britney Peters - Miami University  
Chris Pfenning - Emerson  
Ian Pickard - Miami University  
Michael Preston  
Jeffrey Pritchett - Miami University  
Adam Rector - Miami University  
Elise Schroeder - Miami University  
Jared Shively - Miami University  
Chris Sovacool - Miami University  
Leslie Tischer - Miami University  
Jason Toth - Miami University  
Amanda Uvino - Miami University  
Michael Wagner - Miami University

Jon Keck  
John Mowad  
Amee Sherman  
Bryan Ashenbaum

### Quick Links

[NAPM Website](#)  
[ISM Website](#)  
[NAPM Blog \(Soon!\)](#)  
[Newsletter Archive](#)  
[Juanita Vertrees Grant](#)  
[Dinner Meeting RSVP](#)  
[Suggest a Speaker](#)  
[Update ISM Member Info](#)

[Join Our Mailing List!](#)

**Save  
25%**

Bring a non-member guest and this coupon to a dinner meeting and save 25% on not just your registration fee, but also the fee(s) of your guest(s) that are not members of NAPM Miami Valley.

Offer Expires: May 17, 2008

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