

Jauch, Chris

From: NAPM Miami Valley [marketing@napmmiamivalley.com]
Sent: Tuesday, May 20, 2008 9:53 AM
To: Jauch, Chris
Subject: NAPM Miami Valley Newsletter



----- Buy Lines -----

The Quarterly Newsletter from NAPM Miami Valley

May 2008

President's Corner

I can't believe another year has come and gone.

I would like to announce the retirement of Ken McElroy from our Board of Directors. This is Ken's last year to serve on our Board. He has served as President, Vice President, Secretary and Treasurer. He's been a board member for many years and we all appreciate his efforts and are going to miss him greatly. Thanks, Ken, for all your years of service. You'll be missed by the Board, but I know you'll continue to support our organization by attending dinner meetings and assisting with special projects. We all wish you the best and are sad to see you go.

We had some really great speakers this year and we have started booking speakers for next year. We're also working on the Golf Tournament in September and a plant tour at Toyota or Subaru.

Bryan Ashenbaum joins our Board from Miami University, working with our current Professional Development Chairperson to plan a seminar and CPSM training classes available for our members next year.

Other changes next year will be updating our web site to be more user-friendly.

We would love your input or if you could volunteer your time for the golf tournament, Grant Committee, or Education Committee, please contact me or any board member.

Have a great summer, and we hope to see you all in September!

Best wishes,

Diana Thompson, C.P.M.

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Calendar of Events

Sep 16, 2008

Golf Outing
 8:30a Shotgun Start
 Heatherwoode GC
 Springboro, OH

October 16, 2008

Satellite Seminar
 "Lean Concepts"
 10:00a - 2:30p Sinclair
 College

April 23, 2009

Satellite Seminar

President

NAPM Election Time

The 2008 Board of Directors (BOD) were elected by the members present at the Annual Meeting on May 16, 2008. The BOD has general charge, management, and control of the affairs, funds and properties of NAPM Miami Valley. The BOD consists of the President, Vice President, Secretary, Treasurer, Membership Chair, and a number of Directors.

As our bylaws mandate, a proposed slate of candidates were presented to the membership at the April dinner meeting and voted on at the Annual Meeting in May.

Here are your 2008 Officers and Directors:

President - Diana Thompson, C.P.M.
 Vice President - Gene Demeter, C.P.M.
 Treasurer - Chris Jauch, C.P.M.
 Secretary - Denise Rindler
 Marketing - Chris Jauch, C.P.M.
 Membership - Jane Bone
 Educational Grant - Gene Demeter, C.P.M.
 Education/Credentials - Bryan Ashenbaum, Ph.D.
 Education/Credentials - Gary Abney, C.P.M.
 Education/Credentials - Kiel Rottgen
 Speakers - Mark Crosby, C.P.M.
 Satellite Seminars - Kiel Rottgen
 Golf Tournament - Tim Peyton, C.P.M.
 Meetings - Joe Swisshelm, C.P.M.
 Director at Large - Ken McElroy, C.P.M.

NAPM Miami Valley Supplier of the Quarter



We're pleased to announce that Lester Sales of Indianapolis, IN, has been named as the NAPM Miami Valley Supplier of the Quarter, for the third quarter of our 2007-2008 year. They were nominated by Ken McElroy of Rexel, who says, "Lester Sales works very closely with our construction sales staff to promote the Hoffman electrical enclosures product lines. As a result of their efforts, the sales of this product line have increased by 60% over the last year."

While working as a salesman in 1958, Ernie Lester and his wife Carol decided to create a manufacturer's representative sales agency. Within a brief time, the company grew from a home office into a highly respected, prosperous company that today employs 36 people and more importantly, in his words, "supports 36 families." Ernie's motto, "straight shooters always win" is represented by the company logo, an archer.

Although Ernie died in 1996, his company continues to exceed the highest standards for service, sales and profitability. Now in their fifth decade, they successfully navigate the ever-changing, increasingly

"On/Off Shore
 Negotiations"
 10:00a - 2:30p Sinclair
 College

June 4, 2009
 Satellite Seminar
 "Talent/Career
 Management"
 10:00a - 2:30p Sinclair
 College

ISM Dues Increase

The SM Board of Directors voted to raise membership dues \$10. This includes both Regular and Direct Members.

You will be receiving your annual dues invoice from ISM for your membership in April. All members who do not pay by June 1st will be dropped and must reinstate their membership. Invoice reminders will be emailed if not paid by June 1st. The annual cost for dues is \$155. Remember to pay early!

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.

competitive business environment by putting people first.

Markets covered includes Indiana, Kentucky & Southern Ohio. Lester Sales service the Southern Ohio market with four outside sales people and four inside customer service representatives. Brian Chase is President and Arnie Haley is VP of Sales & Marketing.

To see if Lester Sales can add value to your organization, you may visit their [website](#), call Doug Russell at (937) 602-3972, or send him an email at drussell@lestersalesco.com.

Terms of the Month

Contract: A legally enforceable written or oral agreement between two or more competent parties that defines a job or service to be performed. While often used interchangeably with "Agreement," legal definitions of the two terms are different. Contract is defined in UCC §1-201 (11) as "the total legal obligation which results from the parties' agreement as affected by this Act and any other applicable rules of law."

Agreement: Term often used interchangeably with "contract" but which has a different definition in the law. Defined in UCC §1-201(3) as "the bargain of the parties in fact as found in their language or by implication from other circumstances including course of dealing or usage of trade or course of performance. Whether an agreement has legal consequences is determined by the provisions of the Act, if applicable; otherwise by the law of contracts."

Click [HERE](#) to see the daily ISM Term of the Day. The terms are taken from the ISM Glossary of Key Supply Management Terms. ISM members can access the online Members Only Glossary which includes terms from the private, public, and various industry sectors, and from a wide variety of sources.

NAPM Miami Valley Golf Tournament

The date and location have been chosen, now it's up to you to make plans to enjoy a great day of golf with your fellow supply chain professionals. We have lots of changes being considered for this years outing, and as usual all proceeds go towards supporting the Juanita Vertrees Scholarship Fund. See you there!

Who Should Come: Anyone and Everyone

Date: Tuesday, September 16, 2008

Time: 8:30a shotgun start

Place: Heatherwoode Golf Club [\[MAP\]](#)

Registration and Costs: Details and sign-up begins July 2008

Registration Includes:

- 18 holes with cart
- Unlimited use of range
- Door and hole prizes
- Cooler pack with water and beer
- BBQ buffet

To learn more or sign on to help out, send us an email at golf@napmmiamivalley.com.

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

Previous NAPM Suppliers of the Quarter

Q1 - Office Depot

Q2 - Benjamin Steel

Social Responsibility

The ISM Committee on Social Responsibility recently released a report to assist supply management professionals to initiate and/or enhance social responsibility programs in their organizations. The report is available [HERE](#) along with additional business case tools for social responsibility programs.

Call for Articles

We invite you to submit an article or idea for publication in our newsletter by clicking [HERE](#). We reserve the right to edit and publish articles at our discretion.



Gas Prices

2008-2009 ISM Satellite Seminar Schedule

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 College in Dayton so you can attend an ISM seminar in your local area and incur little or no travel expense.

The dates and topics for ISMs 2008-09 satellite seminars are:
 Oct 16, 2008 - Applying Lean Concepts in Supply Management
 April 23, 2009 - Preparing to Negotiate On-Shore and Offshore
 June 4, 2009 - Talent and Career Management

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

Click [HERE](#) to contact our Satellite Seminar Chairman, Kiel Rottgen.

Our Newest Members

Gary Brumfield - Muncy Corp
 Jessica Carmichael - Miami University
 Jeffrey Crawford - Appleton
 Rachel Drake - General Electric
 Kevin Eby
 Megan Fischl - Miami University
 Matthew Frey - Goodrich
 Matthew Jones - Miami University
 Luke King - Miami University
 Joshua Moles - Miami University
 Denise Rindler - Wright State University
 Jonathan Robertson - Miami University
 Kiel Rottgen - Wright State University
 Bo Wang - Miami University
 Todd Winkhart - Kodak

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
 Jon Keck
 John Mowad
 Ameer Sherman
 Bryan Ashenbaum
 Sandi Jenkins
 Jennifer Hill
 Judy Smith
 Connie Murphy
 Addison Hoover
 Fred Broud
 Ken McElroy
 Jane Bone

Quick Links

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