



# The Requisitioner



## March 2008 Workshop & Dinner Meeting

Wednesday, March 12, 2008

LeMoyne Manor  
629 Old Liverpool Road  
Liverpool, NY

Workshop: 4:00 - 5:30 pm

*"Releasing Value from Indirect  
Materials"*  
with speaker  
~ Ken Wellington ~

Networking: 5:30 – 6:00 pm

Dinner: 6:00 pm

**RSVP**

[kathy@aclsmail.com](mailto:kathy@aclsmail.com)

Telephone 315-457-7121

## *"Releasing Value from Indirect Materials"*

The workshop speaker is Ken Wellington. Ken Wellington, a member of the board and past chairman of the Electronic Supply Management Group, is a Vice-President of Storeroom Solutions, Inc., a business specializing in the indirect supply chain management industry. Mr. Wellington is a founding member of Storeroom Solutions' management team and has worked with over 100 companies in reducing indirect costs, eliminating inventory and indirect cost of purchasing through transformation of supply management organizations into lean and profitable organizations. He is also the past President of the ISM Philadelphia Chapter and past President of the APICS Chapter of Birmingham, AL.

The workshop will be from 4:00 to 5:30 pm and the dinner meeting at 6:00 pm at LeMoyne Manor.



## Message from the President

Good Day Fellow NAPM members –

February's workshop and dinner meeting presentation was presented by Dr Ted Wallin from Syracuse University. His presentation was well received by our members and the members of the local APCIS chapter who participated in our joint meeting. Dr. Wallin spoke on the subject matter of logistics as it pertains to doing business in China. Dr. Wallin was a dynamic speaker, presenting information from his personal experiences as he had traveled many times to China.

If you have interest in pursuing your C.P.M. certification our affiliate is sponsoring a C.P.M. review class opportunity. Set the dates of April 4<sup>th</sup> and 5<sup>th</sup> aside on your calendar and plan to attend. The cost for members to attend is FREE. Any non-member will be assessed a fee of \$50/module. Mr. Bob Hairston is the scheduled facilitator for the event. Bob comes highly recommended and history shows folks who attend his review classes have had much success in passing required exams to become certified. Our certification chair, Terri Beard ([tbeard@tactair.com](mailto:tbeard@tactair.com)) is coordinating the event. Please express your interest to attend to her, me or the ACLS office and we will save you a spot to attend. This is a FREE and awesome opportunity for our members to take advantage of and bolster their career professional credentials.

All of you have been sent email notification of recommended changes to our affiliate bylaws. The email notification was the first of two required presentations. At the March general meeting I will present the second of two presentations. After any comments and discussion, I will call for a motion to accept the changes and if there are not objections I will call for a vote to ratify the recommendations. Most of the proposed changes "clean up" language and interpretation. The biggest change impacts the term of office for board members. Please review the emails sent and come prepared to discuss and vote your acceptance.

The board of directors is looking forward to our next business year. I recently sent an email to all asking for individuals to consider becoming more involved in YOUR association. We have open positions to fill and can always use additional help and fresh ideas. I have received a couple of responses from individuals who wish to become more involved. Please think about volunteering. It truly is a learning and rewarding experience. If you have interest, please feel free to contact me ([david\\_gross@pall.com](mailto:david_gross@pall.com)).

Remember our annual fundraiser – The NAPM Greater Syracuse Inc CLAMBAKE is scheduled for Thursday July 31, 2008. Save the date, spread the word, invite friends, colleagues, business associates and plan to attend the best clambake in the area.

Our next general membership meeting is March 12, 2008 at LeMoyne Manor. I hope to see you there.

Best wishes and good health to all

Sincerely  
David Gross, C.P.M.  
President – NAPM Greater Syracuse Inc  
2007-2008

Ted Wallin on the subject of “Global Resources, Distribution and Transportation in China”. Ted has spent many years in China, teaching them about the logistic of Marketing and Supply Chain Management. China is becoming one of our most important distributors here in the US. China can provide us with the same products at a very competitive cost and quality as well as they are eager to learn and work. Transportation in China has improved in the larger cities such as Beijing and Singapore, however, China still has a long way to come with transportation in the northern parts of China.

Below are pictures of Ted Wallin our guess speaker drawing the 50/50 winning ticket and the winner was Don Bucher



**Ted Wallin drawing our winning ticket.**



**And the Winner is? Don Bucher**

NAPM Greater Syracuse Inc. Membership and Participation Participation History;			
	# of Members	Attendance	% Participation
October	130	35	26%
November	140	30	21.5%
December	140	32	23%
January	NO MEETING		
February	140	25	18%

Our current membership roster remains constant at 140. Our last meeting was attended by the fewest number of members year to date. This is disappointing but may be attributed to being so close to Valentines Day. Let’s try and get the participation level up for the March meeting. We all look forward to seeing you there.

# Finger Lakes Environmentally Preferred Procurement Consortium

City of Ithaca • Cornell University • Ithaca College • Tompkins Cortland Community College • Tompkins County  
Tompkins County Chamber of Commerce • Tompkins Seneca Tioga Board of Cooperative Educational Services

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February 1, 2008  
TWO PAGES

- For Immediate Release -

## Regional “Green Purchasing” Consortium Formed

New York’s first community based, multi-sector consortium has formed in the Finger Lakes region to promote environmentally preferred processes, procedures, products, and services. The Finger Lakes Environmentally Preferred Procurement Consortium (FLEPPC) includes representatives from City of Ithaca government, Cornell University, Ithaca College, Tompkins Cortland Community College, Tompkins County government, Tompkins County Chamber of Commerce, and Tompkins Seneca Tioga Board of Cooperative Educational Services (T-S-T BOCES).

The Finger Lakes Environmentally Preferred Procurement Consortium seeks not only to promote human and environmental health, but also to stimulate the economic vitality of the region through the use of the consortium’s significant collective purchasing power. While the consortium partners expect to leverage lower acquisition costs for key commodities they each purchase, committing to procure environmentally preferred products also strengthens the markets for these items, supports local suppliers, and encourages the development of “green” manufacturing within the region.

Tompkins County Finance Director David Squires highlights the importance of collaboration. “By working together,” he states, “we identify best practices we can share with all members within the consortium.” Edmund Wilson, Manager of Procurement Services for Cornell University, adds, “Using sophisticated purchasing agreements that can be extended to multiple parties within the consortium, we can maximize our competitive advantage and obtain the best value possible.” Kevin Caveney, Purchasing Assistant at Tompkins Cortland Community College, concurs. “Aggregating our volume lets the smaller partners in the consortium take advantage of larger purchasing clout,” Caveney notes. “That should increase the number of competitive suppliers interested in meeting our needs and help us afford to purchase more environmentally friendly products.” This will be beneficial for all partners, as Tina Rohrbaugh, Administrative Coordinator for TST BOCES, notes, these products, including environmentally preferred cleaning supplies, are already being used in area schools.

Benefits of the consortium extend beyond the partnering institutions to the surrounding community. Brian Carmen, Supply Manager for City of Ithaca Streets and Facilities, explains, “Among all of us, we have more than 200 years experience purchasing supplies and materials for our respective organizations. We can pool our collective wisdom to make smarter purchasing decisions that benefit the health of community residents and protect the environmental well-being of our Finger Lakes region.” Through environmentally preferred purchasing, the consortium can create a system that maximizes the diversion of resources from our waste stream by making them into new products with recycled-content.

Tompkins County Solid Waste Manager Barbara Eckstrom points out that Tompkins County already enjoys one of the highest waste reduction rates in New York State. “Through diligent recycling efforts, our community has reduced the amount of solid waste that we generate by almost 60 percent,” says Eckstrom. “As one of our waste reduction strategies - along with the traditional 3Rs (*Reduce, Reuse, and Recycle*) - we have introduced a fourth R, *Rebuy*, encouraging the purchase of products that have environmentally preferable attributes. Specifying recycled-

content in products increases manufacturing demand for recycled products and stimulates the use of a wide variety of recovered materials.”

Tompkins County government has already recognized the importance of sustainability. Cheryl Nelson, Public Works Administrator and chair of the County’s sustainability team, states, “This purchasing consortium is a great example of local governments working collectively with the educational institutions and local municipalities. It is a perfect match for the County as it coincides with our own team’s goal of promoting sustainability within the County.” With the recent passage of a County Policy for Waste Reduction and Resource Management, the County is committed to purchasing environmentally preferable products when possible and practicable. “As a leader in sustainability, Tompkins County is the perfect place to incubate this consortium, which can stand as a model for communities throughout New York State,” adds County Legislature Chair Michael Koplinka-Loehr. Jean McPheeters, President of the Tompkins County Chamber of Commerce, adds, “Ithaca is often touted as one of the ‘greenest’ cities in the country. The formation of this consortium demonstrates the commitment of our area business community to work together with our educational partners to advance regional sustainability.”

Cornell University and Ithaca College both have made public commitments to sustainability. Edmund Wilson notes that the American College and University Presidents Climate Commitment for Carbon Neutrality, which Cornell President David Skorton and Ithaca President Peggy Williams each signed in 2007, calls for colleges to establish specific goals to reduce their climate-changing greenhouse gas emissions and their environmental footprint. Robert Mudge, Director of Purchasing at Ithaca College, states, “We take to heart the goals of our comprehensive environmental plan, which specifically includes support for EPP, by establishing contracts for high-recycled content office paper, office supplies, and other items. We’d like to expand our ‘green’ product offerings and make them available on a cost-competitive basis.” To further this cause, Cornell has formed the Advancing Sustainability Action Plan (ASAP) Committee says Wilson, “to learn more about the work being done on campus regarding sustainability, explore opportunities for developing strategies, and integrating the value of sustainability into all major operations at Cornell.” This initiative is being chaired by Steve Golding, Executive Vice President with Rich McDaniel, Vice President Risk Management and Public Safety and Kyu-Jung Whang, Vice President for Facilities Services leading this effort.

“With these new initiatives growing throughout the community and among our partner entities, the Finger Lakes Environmentally Preferred Procurement Consortium is the next obvious step for sustaining the health, environment, and local economy for both our partners and the surrounding community,” concludes Kat McCarthy, FLEPPC Coordinator.

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FLEPPC Members:

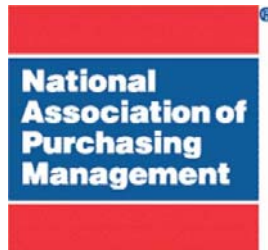
- City of Ithaca
  - Brian Carmen, Supply Manager for Streets and Facilities, 272-1718
- Cornell University
  - Edmund Wilson, Manager of Procurement Services, 255-2641
- Ithaca College,
  - Marian Brown, Special Assistant to the Provost and VPAA, 274-3787
  - Robert Mudge, Director of Purchasing, 274-1611
- Tompkins Cortland Community College
  - Kevin Caveney, Purchasing Assistant, 844-8222
- Tompkins County
  - Kat McCarthy, FLEPPC Coordinator and Assistant Recycling Specialist, 273-6632
  - Amanda Block, Project Assistant, 273-6632
  - Barbara Eckstrom, Solid Waste Manager, 273-6632
  - Cheryl Nelson, Public Works Administrator, 274-0302
  - David Squires, Director of Finance, 274-5502
- Tompkins County Chamber of Commerce
  - Matt MacDougal, Project Manager, 273-7080
- Tompkins Seneca Tioga Board of Cooperative Educational Services
  - Tina Rohrbaugh, Administrative Coordinator, 257-1551

## TICKET SELLERS

Kathy Brissenden	NAPM Office	Tel. 457-7121
Marsha Tauro	NAPM Office	457-7121
Maria Falcone	Lockheed Martin	456-3556
Sherri Pappas	Syracuse University	443-2285
Terry McLaughlin	Cell 860-428-3057	652-7079
Doug Isbell	NGS	442-4879
Frank Welch	Welch Allyn	685-4224

# CLAMBAKE

**Sponsored by:  
NAPM, Greater Syracuse, Inc.**



**(Affiliated with the Institute for Supply Management tm)**

**THE MOST AWAITED PUBLIC CLAMBAKE OF THE SEASON, DON'T MISS OUT  
ALL OF YOUR BUSINESS ASSOCIATES & FRIENDS WILL BE THERE**

**THURSDAY, JULY 31, 2008**

**3:00 pm -to- 8:00 pm**



**5300 West Taft Road, North Syracuse, N.Y.**

**TICKETS ARE AVAILABLE FROM TICKET SELLERS**

**SEE OUR WEB-SITE: <http://www.napmsyr.org/>**

**OR**

**NAPM Greater Syracuse Inc. (315)-457-7121**

**TICKETS - \$45.00 Advance Sale - \$50.00 at Gate cash only**

**Cut off for advance sale tickets is Wednesday July 30, 2007**

**MUST HAVE TICKET FOR ENTRY – NO SUBSTITUTIONS ALLOWED**

**TICKETS ARE NON-REFUNDABLE**

**METHOD OF PAYMENT - \*Visa -\*MasterCard -\*Check-\*Cash**

All you can eat Menu Includes: Steamed / Raw / Fried Clams-Steamed Mussels-Shrimp-Clam Chowder-Salt Potatoes Sausage Sandwiches-Hamburger-Hot Dogs-Beef & Pork BBQ-Sliced Roast Beef-Chicken Tenders-Marinated Grilled Chicken-Corn on the Cob-Assorted Salads-Fresh Fruit-Ice Cream-Cake Soda & Beer

**OPEN TO THE PUBLIC**