

# NAPM APRIL 2009 NEWSLETTER

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## *Proclamation from Onondaga County Executive Joanne M. Mahoney*

NAPM Greater Syracuse, Inc. was presented with a Proclamation from Onondaga County Executive Joanne M. Mahoney at our March 11, 2009 meeting.

Seen here is a copy of the framed Proclamation dedicating March 2009 as "Purchasing Month". This is recognition for all purchasing , materials management, and supply chain professionals in and around Onondaga County.

It is a wonderful to thing to see our profession be recognized for the contributions we make for the benefit of our respective employers. Stand up be proud and pat yourself on the back for a job well done !

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## REMINDER

### Scholarship

Every year the National Association of Purchasing Management – Greater Syracuse is pleased to present four (4) \$500 scholarships for financial assistance toward the pursuit of a college education.

The scholarships are available for a member or a child of a regular (full) and/or associate member in good standard of the NAPM of Greater Syracuse.

**Please Note:** The Deadline to return your application is

**April 15, 2009**

County of Onondaga, State of New York

# Proclamation


Office of the County Executive  
Joanne M. Mahoney, County Executive

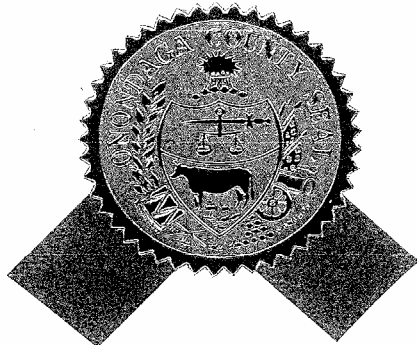
- WHEREAS,** the purchasing and materials management profession plays a significant role in the quality, efficiency, and profitability of business and government; and
- WHEREAS,** purchasing professionals provide us with cost effective and quality service, while maintaining the highest standards; and
- WHEREAS,** through their combined purchasing power, purchasing and materials management professionals spend billions of dollars every year and have a significant influence upon economic conditions throughout the world; and
- WHEREAS,** purchasing associations throughout the world engage in special efforts during the month of March, to inform the public about the important role played by purchasing professionals in business, industry and government.

**NOW, THEREFORE, I, JOANNE M. MAHONEY,** County Executive of the County of Onondaga, do hereby proclaim the month of March, two thousand nine to be

## Purchasing Month

in Onondaga County and join with our citizens to recognize the important role of purchasing in business and government.

  
JOANNE M. MAHONEY  
County Executive



## MESSAGE FROM THE PRESIDENT

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April 2009

Hello Everyone, HAPPY SPRING! With daylight savings time and warmer weather upon us I hope everyone is feeling energized, enjoying life and looking forward to more sunshine, bright colors of the Spring Season, green foliage and green grass. YES, I prefer to mow lawn than to shovel snow. J.

As mentioned at the March general membership meeting, I will assume the responsibilities as interim President of NAPM Greater Syracuse. It is with much sadness that I announce our current elected President, Terry McLaughlin, was diagnosed with pancreatic cancer. Terry has undergone extensive surgery on March 9 and the prognosis is that everything went better than expected. Terry is now home and has a long road of treatments and a process of recovery ahead of him. I ask that everyone keep him in your thoughts and prayers for a full and speedy recovery. If you would like to send him a get well wish- fell free to do so. I am sure he would love to hear from each and everyone of you. **His home address is:**

Terry McLaughlin  
8065 Princess Path  
Liverpool, NY 13090

We have only two more meetings scheduled for this business year. Time flies when you're having fun! Planned for our March meeting is the plant tour at Byrne Dairy. You'll see details in another section of this newsletter. The plant tours tend to be popular and give us a chance to view operations of facilities within our communities. We are trying to negotiate ice cream samples, so don't miss out. After the tour our dinner meeting will follow at the Steak and Sundae restaurant. This will be a nice change of venue and we look forward to seeing you there.

Looking ahead to our May meeting we will honor our Past presidents. This is typically a more formal dinner event where we recognize our past presidents and award our four annual scholarships. Please consider inviting your significant other to a night out. Guests are always welcome and the expense of the dinner is very reasonable. Extend your invitation and save the date of May 13.

Next on the calendar of events is the annual NAPM clambake. This year's bake is July 30. This is our annual fundraiser that supports the activities we offer throughout the year. Save the date, invite your friends and business associates and enjoy one of the best clambakes ever.

As always, if you have suggestions or ideas on things we can do to improve the programs we offer feel free to contact me or any board member. Your involvement and participation is the reward for the efforts we put forth to plan and organize offered functions.

Best of everything to everyone  
David Gross, C.P.M.  
President – NAPM Syracuse

## Membership

### **Welcome New Members and Guests !!!**

Membership certificates were presented to Sam Melamedas, Director of Purchasing for American Food and Vending Company and to Erika Metott, Asst. Buyer for Fulton Companies at our March meeting. Sorry, pictures are not available this month.

Kim Teft, Buyer for Fulton Companies, is also a new member this year. She was introduced to the membership and will be presented her certificate at the next monthly meeting. Kim and Erika brought a guest to our meeting, Jeanne Wall who is the purchasing assistant at Fulton Companies.

### **Information update:**

Just a reminder to all members – please keep your information up to date with Dawn Metzler at ACLS especially changes to email addresses. Also, you can update your information on the ISM website [ism.ws](http://ism.ws) by logging in with your member ID (available from Dawn Metzler or Sue Dittly if you don't know it) and password (your last name) and selecting "Membership information update form" under the My Account tab.

Your subscription to Inside Supply Management is sent to the address in the ISM database and your preference of home or office address. If you have any questions, please contact Sue Dittly at [sdittly@tactair.com](mailto:sdittly@tactair.com)

If anyone would like a copy of last month's workshop on "Cost Saving Tools and Techniques in a Recession" by Patrick Penfield  
It is available upon request.

Please send an email to Dawn @ ACLS for a copy  
[dawn@aclsmail.com](mailto:dawn@aclsmail.com)



## NAPM Membership Participation Results

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### NAPM Membership Participation Results

		# of Members	Attendance	%Participation
September	Turning Stone Tour	131	32	25%
October	Member/Guest Clambake	131	47	36%
November	General Member Mtg Mike Farrell-Constellation New Energy	132	33	25%
December	Trivia Night Mtg.	132	27	21%
January	NO MEETING	---	--	---
February	NAPM/APICS Joint Meeting@ Barbagallo's	133	22	17%
March	Pat Penfield – workshop	134	21	16%
	Greg Kline – Dinner Spkr (DMV rep)	134	26	20%

Our participation levels are running above the national average for NAPM/ISM affiliates. If you have suggestions for a subject matter, workshop or dinner speaker please contact me or any board member. We are here to provide you the best possible program to keep you interested.

Reported by  
David Gross, C.P.M.

# BOD Nominations

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The current NAPM Greater Syracuse, Inc. Board of Directors has been looking ahead to the 2009-2010 business year. A search committee has been tasked with developing a slate of officers and committee chair people to plan, organize, facilitate and promote the activities of our organization. As required by the affiliate by-laws, we are required to make an official announcement of the nominated officers. Below is a list of individuals nominated for the respectively noted positions. A vote will be called for to approve the nominations of these individuals at the April 8, 2009 general membership meeting. Then, once approved the officers will be sworn into office at the May 13, 2009 Past President's Night membership meeting.

## President\*

Terry McLaughlin\*\* / David Gross

## Advisory

Doug Freeman and Don Lawless

## 1 st Vice President\*

Maria Falcone

## C.P.M. Certification / and Pro D

Ed Wilson

## 2 nd Vice President\*

James Graham

## Scholarship

Karin Droomgoole

## Treasurer\*

Dave Duprey

## Membership

Anne Casey and Sue Dittly

## Executive Secretary\*

Nancy Harrison

## Reception

Annette Morris

## Director for 1 year\*

Chris Sheldon and Dan Hanover

## Website

Shawn Lynch

## Director for 2 years\*

Sherri Pappas and Sue Dittly

## Public Relations

Jim Corbett

\*\* Terry is to complete the second year of his 2 year term of office but due to a current illness David Gross will be the interim candidate until Terry returns.

\* These are voting positions within the Board of Directors



## *Procurement's New Mandate: Enlisting Finance Support to Help Reduce Supply Risk*

**April 7, 2009**

**2:00 pm Eastern, 11:00 am Pacific**

**Don't miss this Free, 1-hour STREAMING ONLY Web event hosted by ISM and sponsored by Basware Inc. For full information and to register:**

<http://www.ism.ws/1127>

(See below for participation details)

When it comes to monitoring the financial condition of your supply base in the current downturn, most companies are struggling to keep pace with how fast this environment is evolving. Procurement organizations alone will never be able to solve supply risk by themselves. Rather, they must work closely with finance leaders to mitigate the varied aspects of risk that can impact large portions of the business. Together, both groups can take action, bringing together the right team to build increased overall spend and supplier visibility, enable better coordination and results and deploy enabling P2P technology to drive compliance and overall risk reduction.

Additionally, given how fast things are changing, companies foster a false sense of security by monitoring supplier credit ratings or running once per quarter (or once a year) financial analyses on a supply base. Instead, companies must proactively mitigate the impact of supply risk by:

- Looking closely at key supplier behavior and indicators on a more frequent basis
- Automating, monitoring and tracking the overall P2P process
- Keeping current information on up-to-the-minute internal reporting metrics
- Sharing information with key constituents to enable action

Log on and learn from industry experts Jason Busch of SpendMatters.com and Basware's Andrew Jesse how companies can, and are, reducing the odds of all types of supply risk negatively impacting their business.

### **Featured Speakers:**

<b>Jason Busch</b> SpendMatters.com, Editor Azul Partners, Managing Director	<b>Andrew Jesse</b> Vice President, Professional Services Basware, Inc.
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**This Web Seminar qualifies for one CEH credit at ISM.**

**Participation Details:** You will need a computer with Internet access and sound in order to participate in this event. This is a streaming only Web seminar and you will not be required to have a phone in order to listen. After you register, our provider's system will recognize your PC when you return to attend. If you wish to attend the event on a different PC from which you registered, you will need to input the email address that was included in your registration in order to log in.

For multiple people viewing the seminar on one PC, please print-out a copy of the CEH certificate for each participant and have the person who registered for the event (or the participants' manager/s), sign the certificate in order that all participants receive CEH credit. CEH's are issues via email within 2-3 week after the event. ISM Web seminars are archived on ISM's Web site no more than 10 to 14 days after the event.

April 8th Meeting - Byrne Dairy Tour  
Tour will be at Ultra Dairy at 4:30 pm.

Address is: Ultra Dairy, LLC  
6750 W. Benedict Road  
East Syracuse, NY 13057

Park in the lot - no special instructions - enter front entrance. We will be instructed to go to a meeting room as you show up.

Plant Manager John Marchildon will briefly address the group and then will be divided into groups of 7 to 8 people, 4 guides will be assigned.

The tour will take approx. 45-60 minutes. Those planning on attending, please, sign up by Monday, April 6th. The dinner meeting will follow at 6pm at the Steak & Sunday.

Directions will be sent to you by Dawn  
Please RSVP to [dawn@aclsmail.com](mailto:dawn@aclsmail.com)

