



**October 13, 2004  
Workshop & Dinner Meeting**

4:00 p.m. - 5:15 p.m.

**Advanced Purchasing Technology  
Rochester, NY**

Purchasing Thoughtware for "Online"  
Competitive Bidding  
Ethics – Tactics – Strategies

6:00 p.m.  
Dinner Meeting

**LeMoyné Manor, Liverpool NY**

Please RSVP [sharon@aclsmail.com](mailto:sharon@aclsmail.com)

**ADVANCED PURCHASING TECHNOLOGY**

**Jerry Lighthouse** brings a wealth of practical experience in understanding the benefits of e-auction technology as well as tremendous practical skill in running e-auctions and training others to use online bidding technology. Prior to co-founding Advanced Purchasing Technology, LLC, he worked for 34 years at Eastman Kodak Company in a variety of Strategic Sourcing Initiatives and Worldwide Purchasing assignments. In his last assignment at Kodak, Mr. Lighthouse conducted well over 100 online bidding events. Mr. Lighthouse has achieved certifications



from both NAPM and APICS. He has a Bachelor of Science degree in electrical engineering from Cornell University.



**Daniel Orzell** has 14 years of corporate experience at Electronic Data Systems (EDS) and Eastman Kodak Company in information technology, manufacturing, materials management, and procurement. Prior to co-founding Advanced Purchasing Technology, LLC, he managed the strategy, design, and implementation of Kodak's e-Marketplace program for the Worldwide Purchasing Organization. He led efforts to evaluate and implement several e-commerce tools, including reverse auction technology. At EDS, clients included Xerox and General Motors. With a thorough understanding of e-auction technology, he has significant experience in conducting e-auctions. Mr. Orzell has achieved a CPIM certification from APICS. He began his career at Electronic Data Systems. He received his Bachelor of Science degree in Management from the State University of New York at Geneseo and an MBA from Clarkson University.

**Congratulations  
Clambake 50/50 Winners**

The following people each won \$100 at our July clambake:

Mick Lynch	Bob Boltz
John Michalkow	Audrey Triplett
John Tofani	Bob Klumbach
Judy Reakes	Carol Hays
John Fedkiw	

One \$100 ticket and one \$50 ticket went unclaimed. That money was deposited into the scholarship/special needs account.

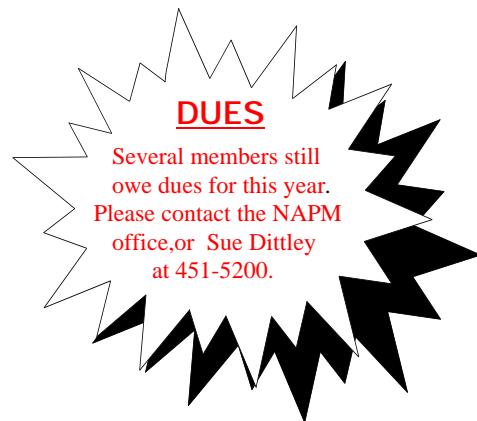
Thank you for your continued support.

*Terry McLaughlin*

**NAPM-Rochester**

NAPMR is, once again, pleased to have Eberhard Scheuing, Ph.D., C.P.M., A.P.P., presenting Fundamentals of Purchasing on October 19-20, 2004, 8:00 a.m. to 5:00 p.m., at RG&E's Operations & Training Center, 1300 Scottsville Road, Rochester, NY.

For more information call 585-334-8840 or visit [www.napmr.org](http://www.napmr.org)



**Calendar**

*10/21/04:*

*Satellite Seminar*

**Best Practices for Negotiations and Contracting**

Supply managers spend a substantial amount of time negotiating contracts and tackling matters related to contracts. This satellite seminar explores leading-edge ways to enhance the effectiveness of negotiating and contracting by focusing on the dynamic relationship between these activities. Discover strategies to enhance your organizational processes for negotiations and contract management, analyze team roles and essential elements of an effective negotiation, and learn how to draft and manage contracts to meet your organization's objectives.

*This program is being co-produced by the Institute for Supply Management (ISM) and the International Association for Contract and Commercial Managers (IACCM).*

**Satellite Seminars**

Satellite Seminars will not be held at a specific location this year. However, approximately two weeks after the seminar, NAPM Greater Syracuse will offer tapes for members to view. Please contact the office @ 457-7121 to schedule your pickup, or have it mailed. Tapes must be returned in one week.

## ***Message from the President***

***Chris Sheldon, C.P.M.***

### **TOOLS OF THE TRADE**



A plant tour of Tessy Plastics in Elbridge conducted in September was our first workshop of the year. Plant tours are traditionally our better attended workshops and this one was no exception. Tessy employees presented their company with pride. The future of this company is bright and it is reflected in their growth. Those of us who attended the plant tour witnessed one of CNY's business success stories. In our current business climate that is no easy task.

The results of our website survey have been analyzed. We are working to tailor our workshops and dinner meeting speakers for the 2004 – 2005 year to meet some of the survey suggestions. In October we are offering a workshop and dinner speaker on the subject of internet and e-commerce tools.

All of us are aware of, and many are using e-commerce tools in purchasing. E-mailing request for quotes, specifications and purchase orders are common place. A step above this are companies who provide business-to-business e-commerce services. Among these services are internet based supplier management and procurement tools. In addition is the online reverse auction. Online reverse auctions have been proven effective in achieving double digit savings for purchasing departments. In October Advanced Purchasing Technologies of Rochester will present their reverse auction e-commerce program at our workshop and dinner meeting.



*Doug Isbell read announcements and then won the 50/50 raffle. Maria Falcone made the presentation. Congratulations, Doug!*

Members and guests dine at Victor's Inn in Camillus while listening to the speaker from Tessy Plastics.

