



THE REQUISITIONER



November 9, 2005

Workshop and Dinner Meeting

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

Guest Speaker: Jack Kinsley, Carrol Dynamics

Americaneese - The Art of Communication

Dinner Meeting: 6:00 p.m.

Guest Speaker: Jack Kinsley, Carrol Dynamics

The Power of the Question

**Please rsvp the NAPM office @ 457-7121
or sharon@aclsmail.com**

Jack Kinsley

Jack's work history began as a construction worker. When he found out that he did not enjoy physical labor, he started night school. After six years, he got a job with a small company selling construction equipment. That company went out of business (through no fault of Jack's) after three years. That led to an opportunity to join a division of a Fortune 500 company. Although the company changed ownership many times Jack stayed with them and rose from field salesman to sales management and beyond.

In 1998 Jack left the hallowed halls of the corporation to work as an independent consultant. His practice has three areas of expertise:

- * *Organizational Facilitation*: Helping groups work through problem solving processes.
- * *Mediation Service*: Creating an environment that allows two opposing forces to work toward a common and beneficial resolution.
- * *Platform Coach*: Working with executives and business leaders to help them improve their group presentation skills.

Jack is a member of The National Speakers Association, The Pennsylvania Association of Mediators and The Storytelling Network

For information on presentations and programs contact: Carroll Dynamics
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Chris Sheldon, C.P.M.

From the President

In October we welcomed **Randall Wolken, President of Manufacturers Association of Central New York (MACNY)**. He spoke to us about the services his organization provides to Central New York companies. Training, consulting, purchasing consortiums and advocacy are amongst the many services they offer to help businesses remain competitive and thrive in Central New York. It was an informative evening; and, as an employee of a Central New York manufacturer, I am encouraged to know we have MACNY on our side.

On October 14 & 15 five members of the board attended the **NY/NJ Forum Conference in Lake Placid**. For those of you who are not familiar with the Forum it consists of 15 local ISM affiliates in New York, New Jersey and southern Connecticut. The conference involved workshops on many Purchasing and Supply Management topics and included a chance for those in attendance to network with other purchasing professionals in our region. One workshop topic was Lean Manufacturing. The presenters of this workshop were Dave Duprey and Maria Falcone of NAPM Greater Syracuse, thank you for a job well done.

The topic of our November workshop and dinner speech is communication. Most of us take our ability to communicate for granted and yet nothing else we do contributes as much to the success of a business as effective communication. **The workshop will present information on the Art of Communication and the dinner speech will explore the “Power of the Question”**. Please join us at the workshop and dinner on November 9th,; and enjoy the delicious buffet dinner served at the Lemoyne Manor.