



# NOVEMBER 2008

## Did you know?

NAPM began in New York City as the Purchasing Agents Association of New York in 1913, with the latest lack of *support* from ISM National maybe it's time to go back to starting that association again.

In 1915 the National Association of Purchasing Agents was formed and in 1916 held its first national convention in NYC attended by 100 members.

In 1974 NAPM created the Certified Purchasing Manager program. Designation as a C.P.M. reflects meeting established standards of competency and mastery of core skills of the purchasing profession.

In 1996 NAPM created the Accredited Purchasing Practitioner certification, in today's world they have now gone to CPSM.

Speaking of *C.P.M. "TRIVIA"* night will once again be our December program and we will be giving lots of great prizes away, plus offer you a fun evening.

## Presidents Message

Well before you know it we will once again be getting ready to eat the turkey and celebrate "Thanksgiving", it's a great time of year to enjoy with everyone. Another great way to enjoy the season with everyone is to come to our November meeting and see your fellow members and make new friends. A lot of us got to meet new friends and old at our October clambake meeting, the BOD was very happy with the number of members who attended, and we will hopefully look to do a similar event next fall for our membership.

We are only a few days away from the ISM NY/NJ Forum in Binghamton NY, it brings fellow affiliate members together from all over NYS and NJ and it offers a great training resource during the day, which is open to all members, you don't have to be a committee member, or officer to attend. This year's conference focuses

on "Leadership, Educational, and Personal Improvements" topics. It's a great learning experience; we will have six of our BOD officers and committee persons attending this event on November 2nd and 3rd, hope you also are there. I will offer a recap of this in next months message.

Have a "Great Thanksgiving".  
Terry



### **Special points of interest:**

- ~ *November 12, 2008 - Dinner Meeting and Workshop* (PAGE 3)
- ~ *November 18, 2008 - Spend Analysis Best Practices – Winning Strategies In Turbulent Times* (PAGE 2)
- ~ *November 18, 2008 - Webinar "Six Sigma & Purchasing" Part 1 on Nov 18 & Part 2 on Dec 11 ( at 10-11 am)* (PAGE 3)



**ZYCUS**  
SAVE WITH EASE

## *Spend Analysis Best Practices – Winning Strategies in Turbulent Times*

November 18, 2008  
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 Zycus. For full information and to register, go to: <http://www.ism.ws/Go/?page=712>

(See below for participation details)

Globalization, combined with economic instability is forcing procurement professionals to look internally to identify opportunities that drive savings and increase contract compliance. To generate clearer spend visibility and efficiently identify opportunities for savings, organizations need to leverage automated spend analysis tools to kick-start more proficient data analysis, classification and extraction.

Andrew Bartolini, VP - Global Supply Management Research at Aberdeen Group will present new findings of the 2008 Spend Analysis Benchmark report that details current pressures felt by today's companies. This includes the actions, capabilities and other factors that organizations can leverage to alleviate procurement pressure.

In this informative Web seminar you will learn best practices and get insight into industry benchmarks on how to:

1. Identify opportunities for savings through frequent corporate spend analysis
2. Ensure accurate and timely classification of spend information
3. Design more strategic methods for sourcing through enhanced visibility
4. Develop critical spend reporting capabilities and processes

**Special Program Note:** This WEBCAST will feature a short Q&A session with the presenter.

**Featured Presenter:**

Andrew Bartolini  
Vice-President, Global Supply Management Research

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. You will not be required to have a phone connection to listen to this event. 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.

Sincerely,  
Mike G. Shirra  
Sr. Associate - Marketing  
Institute for Supply Management  
800/888-6276 or 480/752-6276, ext. 3121  
For more information, visit [www.ism.ws](http://www.ism.ws)

# Dinner Meeting & Workshop Lemoyne Manor November 12, 2008

## Workshop

4:00pm – 5:30pm

Speaker/Dinner 6:00pm

## Guest Speaker: Mike Farrell

Topic: Energy Cost Control Background and Strategies for Prudent Energy Price Risk Management

### Areas/Concepts to be covered

- Background on natural gas and electricity in WNY
- Energy Deregulation: past, present & future
- Energy Cost Drivers/Market forecast
- Green Energy
- Purchasing Energy is not like purchasing office supplies-Tips on how to avoid the pitfalls of the low cost bidder syndrome
- Dispelling the myth that aggregation means getting a better price
- How to avoid/eliminate an extra layer of cost- Understanding the shallow value depth of a consultant/middleman
- Summary- Best cost practices segmented by usage size
- Q&A



### Guest Speaker: Mike Farrell

Mike Farrell is Business Development Manager for Constellation New Energy, guiding National Grid, NYSEG, RG&E, & NFG corporate customers on energy price risk management strategies and energy rate analysis. He brings a wealth of knowledge to the role providing his expertise in the Natural Gas and Electricity industry to Upstate New York end users since the beginning of deregulation.

Prior to his present position, Mr. Farrell served as Regional Account Executive for Niagara Mohawk Energy Marketing, National Fuel Resources and Vice President of Exploration for Envirogas Inc., a natural gas producer based in Hamburg, New York. Mike is a graduate of SUNY Fredonia and holds a Bachelor of Science in Geophysics. He is a member of the Association for Facilities Engineering (AFE) (Rochester Chapter 21) and on the Board of Directors for Greater Buffalo BOMA (Building Owners and Managers Association). He resides in Hamburg, NY with his wife and three children

## Webinar for “Six Sigma & Purchasing”

We want to let all our Members know about the Webinar for "Six Sigma & Purchasing" **Part 1 on Nov 18 & Part 2 on Dec 11 (at 10-11 am)** being offer by ISM - New Jersey.

And we are going to cover the cost for the first 15 members that sign up for this Webinar.

This is a great opportunity to learn about the "Six Sigma" system from a computer at your desk and receive a one hour of continuing education credit per seminar. There is no travel time, no missing time away from work, except for the hour seminar time, and you can learn how Six Sigma can be applied to Purchasing.

A great way to expand your knowledge in Supply Management. Please, take the time, right now, to sign up.

**All we need is your name, email address and telephone number when you sign up.**

Please RSVP to Dawn Metzler by November 14, 2008

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

See page 4 for more details





ISM-New Jersey presents: Achieving Excellence in Procurement - Going Lean with Six Sigma (Part 1)

This webinar will provide an introduction to the Lean and Six Sigma methodology and their relevance in running a successful purchasing department. A discussion of various tools related to Lean and Six Sigma mind set will demonstrate how principles of each can be applied in the world of procurement. This workshop will be very useful for supply management professionals eager to learn more about Lean and Six Sigma and how these topics can help them achieve professional success and emerge as leaders within their specialties.

PRESENTER: Gurpreet Singh, MBA, CPSM, C.P.M.

Gurpreet Singh, MBA, CPSM, C.P.M. is a ASQ Certified Six Sigma Black Belt. He runs his own consulting firm by the name of Strategic Supply Chain and Six Sigma Consulting LLC based out of Princeton, NJ. Gurpreet has developed a niche of applying Lean Six Sigma methodology in Supply Chain arena and has several successful projects both in manufacturing industries and in service oriented transactional businesses. Gurpreet currently serves on the board of ISM-NJ as a Director of Programs.



Date: November 18, 2008

Time: 10:00 - 11:00 AM

Webinar

Cost: \$50.00

Team discounts:

4 or more attendees \$35

10 or more attendees: \$20

Participants who successfully complete this program and the associated feedback form will receive one hour of continuing education.

To register: Send email to [dawn@aclsmail.com](mailto:dawn@aclsmail.com) with your contact information

Deadline to register is 11/14/08



## Future Webinars

### 2008

December 11

*Six Sigma & Purchasing (Part 2)*

Presenter: Gurpreet S. Khurana, CPSM, C.P.M.

### 2009

January 12

*Market Intelligence for Supply Professionals*

Presenter: Judah Seidman, Credit Suisse

February

*Supply Chain Financing*

Presenter: Marc Kramer, Prompt Payment, LLC

March 19

*Women and Leadership*

Presenters: Cheryl D'Cruz Young & Edie Fraser, Diversified Search Ray & Berndtson

April 23

*Legal Risks and Costs of Supply Management*

Presenter: Jim Bergman, Global Supply Management, Inc.

June 18

*RFx's*

Presenter: Jim Bergman, Global Supply Management, Inc.