



## The Requisitioner



### C.P.M. TRIVIA NIGHT

*December 2007  
C.P.M.  
Trivia Night*

Wednesday  
December 12, 2007

LeMoyne Manor  
629 Old Liverpool Road  
Liverpool NY

5:30 p.m. – Networking  
6:30 p.m. – Dinner Meeting

*Please rsvp  
[Kathy@aclsmail.com](mailto:Kathy@aclsmail.com)  
Telephone 315-457-7121*



*Wednesday  
December 12, 2007*

Don't miss this annual fun night with lot's of free prizes and lot's of fun. This year the amount of prizes being purchased has increased and so have their value.

The night starts with about ½ hour of C.P.M. related questions, all worth various “**play money**” denominations which will vary depending on the question. After each question is asked, everyone holds up a sign from “A” to “D” on it, and if you have the correct answer you get the play money value for that question. (**Hint**: if you don't know the answers look around at what other members are holding up.)

At the end of the question session we have a ten minute break to look at the many prizes. Following the break we start the “Auction” where each person bids for the **prize(s)** they want using their play money. Most players leave with more than one gift and this year should be no exception.

This year Karin Dromgoogle is going to add some new fun games to get additional money for bidding. Can't wait to see what she has in store for us, I know it will be fun.

The “Trivia” prizes will be on display prior to dinner (which starts the night off) and again prior to the actual bidding. As always if your company would like to donate any prizes bring them to the meeting.



# Message from the President

## Happy Holidays Everyone!

I hope everyone enjoyed their Thanksgiving Holiday and wish all the best of good health, happiness, success and prosperity for this Holiday Season and the New Year to come.

It is hard to believe we are already half way through our business year. I believe we (the board of directors) have done a respectable job of putting a program of interest for you, our members). Take a look at the participation measurements. We are doing better than the national average of 10-15 %. I am very pleased to see we are well above 20% overall. You will also note our membership strength is growing, almost 10%! Please provide feedback to me or any officer of the board as to ways we can further improve our programs available to all.

Our November workshop and dinner speaker was Pat Penfield from Syracuse University's-Whitman School of Management. Pat's presentation brought to light the supply chain's responsibility in working with developing sustainable suppliers. When we take into consideration global climate changes, depletion of natural resources and regional population growth patterns, this is fast becoming a significant part of all of our efforts to enhance the condition of the world in which we live. These efforts also provide opportunities for increased profit potential for our employers, not to mention opportunities for cost avoidance or cost reductions.

Upcoming for our December meeting is our annual C.P.M. Trivia night. This is always a fun and learning experience. We have been publicizing the event so come one, come all and have a great time. There will be bountiful prizes for all to win. Hope to see you there!

As usual, we do NOT have a regular membership meeting in January. Take the break and rest from the hustle bustle of the holiday.

Looking forward to our February meeting on February 13, 2008, we have planned a joint meeting with the APICS group. This will be at our usual location, LeMoyne Manor. The members from APICS have been invited to join us for our workshop and dinner meeting. So come, mingle, learn what their mission is and enjoy. The workshop will be on an excellent topic: "Distribution and Transportation in China". As more and more of us are being encouraged to source globally this should be a great learning opportunity. So save the date and plan to attend.

Once again, I would like to wish everyone a Happy Holiday, Merry Christmas and Happy New Year.

*David Gross, C.P.M.*

Measurement of Participation by our members:

	Workshop Attendance	Dinner Mtg. Attendance	Total Membership
October	35	33	130
A-B Plant tour	(27%)	(25%)	
November	18	30	140
Pat Penfield	(13%)	(21.5%)	



## CPSM PILOT PROGRAM

ISM is offering a CPSM pilot testing program in February and March 2008. Registration for the pilot testing opens September 1, 2007 (exams are paper-and-pencil). This pilot testing is a standard practice, introducing a new qualification. Professionals who earn the CPSM will have a greater, broad-base in the understanding of the organizations network, so please consider participating in the CPSM pilot testing.

The criteria for earning the CPSM qualification are:

- \* 5 years of full-time, professional supply management experience
- \* 4 year degree from a regionally accredited college/university
- \* Pass 3 exams OR if you are a C.P.M. in good standing, pass the Bridge Exam, available in May 2008 at the ISM International Conference in St. Louis.

If you are planning on participating in the CPSM pilot program please let me know ASAP. If you need more information you can contact me at [tbeard@tactair.com](mailto:tbeard@tactair.com) or visit the website [www.ism.ws/go?page-317](http://www.ism.ws/go?page-317) or Trish True @ [true@ism.ws](mailto:true@ism.ws).

Also remember the NAPM review classes for the C.P.M. certification are scheduled for early next year. If you are interested mark your calendar for Friday March 21 and Saturday March 22. The training will be held at the MACNY building and will be free of charge to all NAPM of Greater Syracuse members. You will have to purchase the 7<sup>th</sup> Edition Study Guide for this class.

Happy Holidays,

*Terri Beard*

## February 13 Workshop & Dinner Meeting

The February Workshop and Dinner meeting (on 2/13) will be a joint meeting with the local chapter of APICS. The workshop speaker is Theodore O. Wallin, a professor at Syracuse University, and is going to be on "Logistics development in China and their implications for the Procurement field". The workshop will be from 4:00 to 5:30 pm and the dinner meeting following at 6:00 pm at LeMoyne Manor.



The November workshop and dinner meeting had Pat Penfield, a professor from Syracuse University, talk on "Developing a Sustainable Supply Chain to Drive Profitability and Competitive Advantage". The meeting provided an opportunity to learn more about Supply Chain Management and to meet and talk to other Supply Chain Professionals. We had a good turnout for both the workshop and dinner meeting. Please, come if you can. The workshops and dinners are free to all members and are a good time to network with your peers. Pat Penfield has supplied us with a copy of his slide presentation, so if you're interested in a copy email [Kathy@aclsmail.com](mailto:Kathy@aclsmail.com) and they'll send you a copy.



*Congratulations Dave Duprey !!!!!*



Dave has been a long term, very active member in the NAPM Greater Syracuse, Inc. affiliate. Dave was recognized as VOLUNTEER OF THE YEAR at the NJ/NJ Forum held in Binghamton on November 2 and 3, 2007. The NY/NJ Forum is an educational, training and networking opportunity attended by members of NAPM/ ISM affiliates in the Greater New York - New Jersey area. Dave was selected by the Forum committee from all nominees as the Volunteer Person of the Year for his services offered to our association and in support of ISM's mission. As recipient of this prestigious award, Dave is recognized for his volunteer support, organizational skills, leadership skills and special knowledge in assisting our organization and ISM to be the organization that we are. Dave's

service to our affiliate includes being past president, recipient of the Frank J. Quinn Award, current affiliate treasurer. He has provided much personal time and support to our association and for that I say on behalf of all .....THANK YOU DAVE and congratulations!!!

*NAPM members enjoy  
Touring Anheuser-Busch  
In October.....*



*New members attend their first  
NAPM-SYR meeting.....*



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THE LIBRARY COMMUNITY  
FROM SYRACUSE, NY SINCE 1896.

SENIOR BUYER

POSITION: Gaylord is seeking a Senior Buyer to identify, secure, and manage sources of supply for raw material products, supplies, equipment, and support services. Responsibilities of this position include, but are not limited to, the following: identify raw material supply sources for cost, quality, and delivery; negotiate related agreements with identified suppliers; negotiate and administer purchasing activities associated with supplies, equipment, various service contracts and support agreements; measure and monitor supplier performance; provide support for new product development.

QUALIFICATIONS: The candidate must be a self-motivated, strategic thinker with excellent negotiation, interpersonal and communication skills. Knowledge of ERP systems and MS Office applications is required. Familiarity with paper, vinyl and steel commodities is highly desired. Candidates with undergraduate degrees and professional certification such as CPM are preferred. Minimum of 5 years purchasing related experience, preferably in a manufacturing environment. Must be available for occasional travel to supplier sites.

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