

# Happy Holidays

## NAPM teams with Santa for Salvation Army at December Dinner Meeting

At this years Trivia Night NAPM meeting, NAPM will make a monetary donation to the Salvation Army of \$500. The Salvation Army is in even greater need of dollar donations this year as the community need has risen by 50% since last year at this time. The housing of homeless families is at 150% capacity every night. If the need to feed the hungry continues at the current rate the budget available for the food pantry will be expended by February 2009.

How can the NAPM members give addition help? For every dollar that is donated the Salvation Army can obtain \$20 worth of food items to stock the food pantry. Individual food items are always welcome. The type of items most greatly appreciated are Cereals that contain lots of vitamins, Peanut butter, Tuna and any type of canned beans.

So here is how the members can help – bring your food items listed above and spare dollar bills to the meeting. What ever is collected for our usual 50/50 raffle will also be donated during the meeting. If you want to make a donation by check during the meeting just mark your check as emergency food.

Major Morrison from the Syracuse Salvation Army will be present to accept our generous giving Holiday Spirit.

Thank you in advance one and all for the support!! If you have any questions, please contact Maria Falcone at email [maria.falcone@lmco.com](mailto:maria.falcone@lmco.com)

### REMINDERS

\*\*\* NO DINNER MEETING IN JANUARY \*\*

**FEBRUARY DINNER MEETING IS A JOINT MEETING WITH APICS**

**DATE: FEBRUARY 19, 2008**  
**PLACE: AT BARBAGELLO'S RESTAURANT**  
**TIME: NETWORKING STARTS AT 5PM FOLLOWED BY A SPEAKE AND DINNER**

Please try to attend the dinner meeting if you have RSVP that you will be there.  
We have to pay for the number given to the restaurant even  
if you decide/cannot attend.



## Dave Duprey Win's The...

### HARRY L. ERLICHER AWARD

The Harry L. Erlicher Award was established to honor Harry L. Erlicher, and will be presented to purchasing managers, purchasing agents, buyers, etc. who by precept, example and outstanding service have contributed to the advancement of purchasing in what was District VIII and now is ISM NY/NJ forum of the National Association of Purchasing Management with 13 affiliates in NY & NJ.

The Award was approved by the District VIII Council at its Spring Council Meeting held in Rochester, New York on March 16, 1960. The District Council voted to establish the District Award in honor of Harry L. Erlicher, Vice President of Purchasing for General Electric Company, Schenectady, New York, member of Eastern New York Association, for his meritorious service and many contributions to the District and the Purchasing Profession.

Among his many contributions to the District and National was the development of a system approach to the investigation of the function/cost aspect of existing materials specifications, then and now known as Value Analysis and/or Value Engineering.

Harry L. Erlicher, then Vice President of Purchasing for the General Electric Company, observed that many of the required substitutions, during the World War II period, resulted not only in reduced costs but also in functional product improvement. Consequently Mr. Erlicher assigned to Mr. Larry D. Miles, a member of his department, the task of developing a systematic approach to the investigation of the function cost aspect of existing materials specifications. Mr. Miles not only met this challenge successfully, but subsequently pioneered the scientific procurement concept General Electric Company called "Value Analysis". In 1954 the U.S. Navy Bureau of Ships adopted a modified version of General Electric's value analysis concept. In its application the Navy directed its efforts primarily at cost avoidance during the initial engineering design stage and called the program "Value Engineering", even though it embodied the same concepts and techniques as General Electric's "Value Analysis Program".



Harry L. Erlicher became the first recipient of the District Award. The plaque was presented to him at the District Workshop held in Albany, New York, June 1960.

#### TYPE OF AWARD

The award is granted annually to a member of an NAPM affiliated association within ISM NY/NJ Forum, who is in good standing with his/her Local Association and with ISM.

We (NAPM Greater Syracuse) are very proud that Dave Duprey received this award at our Awards Banquet in Binghamton, New York on Saturday, November 8, 2008.

We are also very proud that **Maria Falcone** received the **Volunteer Of The Year Award** at our Forum meeting for a medium affiliate. Maria had many duties, especially being Chair and Co-Chair of the Clam Bake each July.

Both Dave and Maria continue to be great leaders within our affiliate, through there involvement and commitment. **GREAT JOB!**

## PRESIDENTS MESSAGE

It's December once again and we have a great CPM Trivia Night planned for you, with plenty of great prizes for everyone.

*(Thanks Karin Dromgoole for your involvement and time).*

I hope that everyone has had a great 2008 and that 2009 will be better for all of us. Let's hope that business conditions and the market become stronger this year. We each need to continue to educate ourselves to help better each of our companies during this crucial period of time.

I hope each of you have a  
**Happy Holiday Season  
and a Happy New Year!**

**J. Terry McLaughlin**  
**President**



## C.P.M. TRIVIA NIGHT

Wednesday, December 10, 2008

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 Dromgoole" 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.

## Membership Participation Results



		# of Members	Attendance	% Participation
September	Turning Stone Tour Meeting	131	32	25%
October	Member/Guest Clambake	131	47	36%
November	General Membership Mtg			
	Mike Farrel-Constellation New Energy	132	33	25%

November's workshop was presented by Mike Farrel of Constellation New Energy and he discussed cost control measures for energy consumption. The workshop was attended by 16 people. This is an excellent turnout!

Please remember when you RSVP to attend, be specific to indicate you are planning to attend the workshop, dinner or both.

We look forward to you attending the December meeting on December 10, 2008. The evening's feature event will be the C.P.M. Trivia Night. Come enjoy the fun and win a prize or two.

*Best Wishes to All for a safe, enjoyable and memorable Holiday.*

Reported by  
David Gross, C.P.M.  
2nd Vice President



## **WEBINAR REMINDER**

Date: December 11, 2008

Time: 10:00 - 11:30 AM

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 THEN YOU WILL RECEIVE THE WEBINAR ACCESS INFORMATION.

**Deadline to register is 12/8/08**

ACHIEVING EXCELLENCE IN PROCUREMENT - GOING LEAN WITH SIX SIGMA (PART 2) WEBINAR IS BEING OFFERED BY ISM-NEW JERSEY ON DECEMBER 11TH FROM 10 - 11:30 AM. THIS IS A FOLLOW UP OF PART 1 THAT WAS OFFERED ON NOVEMBER 18TH. THE MEMBERS THAT ATTENDED PART 1 ARE ENCOURAGED TO ATTEND THE WEBINAR ON PART 2 OF THE SIX SIGMA SEMINAR. AGAIN, NAPM - GREATER SYRACUSE WILL COVER THE COST OF THE WEBINAR, SO PLEASE SIGN UP AS INSTRUCTED. I WANT TO THANK THE 16 MEMBERS WHO PARTICIPATED IN THE GOING LEAN WITH SIX SIGMA PART 1 OFFERED BY ISM-NJ. PLEASE TAKE THE TIME AND LET ME KNOW WHAT YOU THOUGHT ABOUT THIS SEMINAR, [DHANOVER@SPECIALMETALS.COM](mailto:DHANOVER@SPECIALMETALS.COM).

YOUR FEEDBACK WOULD BE GREATLY APPRECIATED IN KNOWING IF THIS TYPE OF CONTINUOUS EDUCATION FORMAT IS USEFUL OR INFORMATIVE.

*Have a Safe and Happy  
Holiday Season!*