

THE QUOTE

January

2001

NEWS FROM YOUR PRESIDENT

Happy 2001 and hope everyone enjoyed their holidays. Our white Christmas was beautiful but a bit overkill. Personally, I've had enough snow for this winter.

This time next year, we may be calling ourselves ISM (Institute for Supply Management) instead of NAPM. If the vote passes this spring, the new name will be effective January 1, 2002. I did not realize until recently that this is the second time the name has been changed. The association began in 1915 as National Association of Purchasing Agents and remained that until 1968. Check out National's website for a look at the new logo. It's pretty slick.

While you're in the website, there are two other things that may be of interest. Via the Members Only section, go to the Additional Resources link to find hundreds of sample bid specification documents. You and your company are invited to submit your sample contracts, statements of work, RFPs and RFQs.

The other topic is an updated Glossary of Key Purchasing and Supply Terms. This is also in the Members Only area, then Member Info and Online Tools link. There is also a "Term of the Day" that appears daily on NAPM's home page.

National has asked us to have you pitch any old forms you may have for applying for any type of certification. Their new forms are effective January 1, 2001. The old ones may be rejected or lengthen your processing time.

F Y I – if you are bothered by inconvenient telemarketing calls, you can request your name be removed from all lists by writing to:

Telephone Preference Service
Direct Marketing Association
PO Box 9014
Farmingdale, N.Y. 11735

Mike is busy working on a couple leads for an upcoming tour in early spring. Our next meeting will be January 16th and as always, hope to see you there.

Jackie Clair, C.P.M.

President

SATELLITE SEMINAR

Mark your calendars for the upcoming satellite seminar February 1, 2001. The program title is: Contract Administration and Management.

Mark your calendars. This years Lugnuts outing will be Monday, June 25th at 7:00 p.m.. Details to follow.

DINNER MEETING

Our dinner meeting for January will be in Lansing at Coscarelli's Restaurant & Lounge, 2420 S. Cedar St (just north of Greenlawn), January 16th. Excerpts from Tom Peters' Keynote Speech at NAPM International will be featured. Cost is still only \$18.00, \$10.00 for student members and retirees. Call, FAX, or e-mail Mike Butchart or Denise O'Brien for reservations. (Numbers and addresses on the back.)

MEMBERSHIP

NAPM-CM welcomes two new student members this month:

- A. John Gardner
- Yu Zhang

MICHIGAN PURCHASING CONFERENCE

Don't forget this year marks the 25th annual Purchasing Conference at Higgins Lake. We hope to make it the best yet! Plan to attend on October 3, 4, and 5. If anyone has photographs of past conferences at Higgins, we would like to make a scrapbook. We will scan or have copies made if you will share your pictures. Contact any board member. Please contact us with any ideas, possible speakers, and/or your offer to help with this exciting event!

If you would rather receive the quote via e-mail, please send your request to napmcm@msu.edu.



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2000-2001 Satellite Seminar Series

2/1/01 - Contract Administration and Management What makes a good contract and who should manage it? The answers are particularly important when contracting for outsourcing, large services, management consulting or research activities. This program will review important components of contracts, including statements of work, key terms and conditions or clauses and tools for effective administration. It will discuss how to administer performance-based contracts.

4/5/01 - Streamlining Purchasing Processes with Up-To-Date Practices and Technology Integration This program examines how to save time through electronic transactions by making use of the procurement card and Internet opportunities.

6/14/01 - Supplier Relationships: Selection and Development Support your organization's strategic goals by establishing and nurturing relationships with suppliers. This program will outline a supplier development model and will address issues such as supplier diversity, minority business development and the future of purchasing partnerships.

As they are developed, further details on each of these programs will be posted on the NAPM Website at www.napm.org