

# THE QUOTE

June

2004

## NEWS FROM YOUR PRESIDENT

Spring has arrived and summer is just around the corner. This seems to be one of the busiest times of the year for many of us. With work, lawn care, weddings, and graduations it sometimes seems like our vacation will never come. We are continually told we must do more with less and do it faster and for less money than we did last year. Somehow, we make it happen. This year make sure you take that vacation and get that golf game in and most of all spend time with the family. Why do we work so hard in the first place?

Our May dinner meeting was held at Tom's Grill in Jackson and the speaker was Bill Rayl, Director of the Jackson Area Manufacturers Association. He spoke about how JAMA is helping manufacturers not just survive but thrive in today's marketplace. JAMA has been working with many organizations and agencies to create new jobs. One example that Rayl pointed out was that the University of Michigan is very good at doing research, but after that, they are very poor putting the research into use. By matching companies that can build the products together with the University doing the research new products get to market. JAMA is doing some of this matching. For example, the University came up with "flexible cement" that is being tested for use as several products, such as sewer piping and drains. These are items where you certainly don't want the product to crack or break. The University doesn't have the people to market this product, but a local manufacturer not only has the know how to market the product, but they can also build it. We always have to look at new and innovative ways to do business.

Dave Taylor, C.P.M. is already putting together the dinner meeting locations and programs for next year. Dave is busy making contacts, setting up plant tours, booking speakers and will have that information out to you in the next few months. If you have an idea for a speaker or a favorite restaurant please let us know. Keep your eyes open for some special dinner meeting events that will happen in the coming year.

Remember, as a member, you have access to the members only area on the ISM website, <http://www.ism.ws>, where you may post a resume, look at job postings, read the latest issue of *Just in Etime* or keep up to date on what is going on as far as training seminars or certification. There is an enormous amount of information on the site. Check it out.

The ISM 89<sup>th</sup> Annual International Supply Management Conference and Educational Exhibit was held in Philadelphia recently and the **Affiliate of the Year** honors went to Pittsburgh. The **Affiliate of the Year Award** is the highest distinction among affiliates that demonstrate excellence in several core competencies including affiliate operation, educational opportunities, membership activities, communication and marketing. 23 other affiliates received the **Affiliate Excellence Award**.

ISM presented the **J. Shipman Gold Medal Award** to **H. Ervin Lewis**, C.P.M. The J. Shipman Award is presented to an individual who's modest, unselfish, sincere and persistent efforts for the advancement of purchasing and supply management and whose able assistance and guidance to purchasing professionals in their endeavors eminently qualify him or her for the highest award within ISM's power to confer.

We are gearing up for a busy year and hope you will be a part of it. The Higgins Lake Committee has been meeting for several months and has put together a great conference for us. It is a beautiful location with good food, fellowship and networking. The lineup of speakers looks to be outstanding and you will come home with information that will most certainly help you to do your job better. One price covers your food, lodging, and the seminars. This is a bargain compared to the other training seminars you see.

We hope you have a fantastic summer and we are looking forward to seeing you at the next dinner meeting in September.

Mike Hicks, President

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## MEMBERSHIP REPORT

### New Member:

Melissa J Burness, Buyer, John Henry Co., Lansing.

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## LUGNUTS GAME

Reservations are still being accepted for the Lugnuts Outing on June 29, 2004. The cost is \$20 for a fun-filled evening including dinner and the game. Call Jerry Williams at 517 745-0010 or any board member.

## SATELLITE SEMINAR REMINDER

**Thursday, June 10, 2004**

Improving Your Role with Effective Project Management

**Thursday, October 21, 2004**

Best Practices for Negotiations and Contracting

**Thursday, February 10, 2005**

Finding and Keeping the Best Sources

**Thursday, April 14, 2005**

Supply Chain Research Trends and Market Intelligence

**Thursday, June 9, 2005**

Discovering Supply Management's Social Conscience

## LUGNUTS GAME

The annual Lugnuts baseball outing will be June 29, 2004 on the center field deck. The cost is \$20. Reserve your tickets early.

## NAPM CENTRAL MICHIGAN BOARD

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