

The mission of NAPM Central Michigan, Inc. is to serve the needs of its members and the profession by providing quality learning opportunities through educational forums, career broadening and mentoring experiences. Additionally, it is our mission to promote increased recognition of NAPM and the growth opportunities offered by the organization.

HIGGINS LAKE 2004

The Michigan Purchasing Conference will be held October 6th, 7th, and 8th.

Start Time: 6:00 pm Wednesday
End Time: lunch on Friday

Visit our Web Site at www.msu.edu/~napmcm for brochure, registration form, & updates.

SEPTEMBER DINNER MEETING

Date: Tuesday, September 21, 2004

Special Presentation for Dr. Hoagland for Hoagland-Metzler Endowed Chair.

Educational Topic: Define & Select the Best Practices for Your Supply Chain

Location: Coyote Creek Grill, Dimondale (W. Lansing Exits 98A & 98B off I-96)

Menu: Smothered Chicken Breasts, or Sirloin

MEMBERSHIP REPORT

New Members:

Jeffery A. Steinway, Supply Chain Manager, Metaldyne Inc.

Tim M. Fleming, Capital Investment Manager, Metaldyne Inc.

Casey L. Beard, Buyer 1, The John Henry Company.

TO ALL OUR FRIENDS & MEMBERS: AN IMPORTANT REMINDER

In the current market with its harsh & severe price fluctuations on certain commodities, the battle of the forms has reared its ugly head. In Contract

Law terms: Your PO (Purchase Order) is an Offer to Buy. If a supplier acknowledges your order by fax, email or regular mail or EDI, you have an Acceptance and a valid contract only if nothing is altered or changed. If the Acknowledgement reflects a change in terms, pricing, specification or delivery, you now have only a Counter Offer. Prior to QS-9000, many in our profession began to be sloppy & haphazard in our processing or handling of acknowledgements and PO amendments. Many just approved the variances at invoice approval time. QS & ISO implementations have put the processing of acknowledgements back on the Legal table. You Must for your protection, respond to each acknowledgement noting an exception, with a PO amendment or acceptance back to the supplier—even if it is only your initials & date on the acknowledgement & faxed back to them. Failure to do so, can find you with no contract, and increasing common situations as the BIG THREE have found with Steel suppliers, your order entry may be on-hold or not entered and product Not Coming like you and others expect when they run an Open Order Status.

I for one, work acknowledgments religiously and match them to original POs for audit purposes. Some acknowledgement changes have escaped my notice and lead to product which was on hold awaiting a price amendment.

So please Beware the battle of the forms, and brush up on your knowledge of purchasing, shipping and contract terminology. You might even want to search the web for information on UCC (Uniform Commercial Code) contract provisions between parties and terms such as force majeure and Unconscionable. You may even want to re-read your own boiler plate terms & conditions on your own PO forms. For instance some state very clearly a clause on Price Changes: Do not ship if the price is higher than agreed. The price is a firm price. If you happen to have a purchasing handbook or manual somewhere in your offices, pull it out & re-read the contracts, UCC code and terms and conditions sections just as a reminder.

Hope this reminder finds you all more aware of potential problem areas that might bite you! Let the games continue!

Dave Taylor, C.P.M.

SATELLITE SEMINAR REMINDER

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

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