

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.



President's Toolbox by David Taylor, C.P.M.

Utilizing our Skills, Talents and Gifts as Supply Chain Practitioners : At least twice during the past 12 months, individual members have told me they no longer saw the point in attending seminars or continuing education. At the time my wounds were still tender from being unemployed 3 times in the last 7 years. What can keep you going when the odds are against you in the job market? What can you do to stand out among the countless applicants for each position? What responsibility do YOU have, to the financial well-being and competitive position of your company or organization?

- Network regularly with other supply chain professionals. Share ideas, strengths, weaknesses & areas you are passionate about. Seek & give encouragement.
- Continually strive to improve your knowledge of current applications and tools available to you. Keep going back to the basics, know them, then build on them.
- Utilize & expand the application of your skills, tools, & knowledge. Share it within your organization and within your profession, when opportunity knocks.
- Draw strength & confidence from the knowledge of the tools and skills you have already mastered or become proficient in. Broaden your base of expertise.
- Strive to continually improve and progress. Your competitors are doing so!
- Put some enthusiasm and passion back into what you do each day. It's infectious.

In my case, C.P.M. certification served as a benchmark of the base or standard practice knowledge I had mastered. My employers could depend upon me knowing and utilizing those basic skills. It showed that I knew the primary tools that were available and how to use them. I was also reminded of **our basic unwritten creed: know what questions to ask and if in doubt, go in search of the answers, tools or resources you need. That is basic supply management** — *determine the need, assess the resources available, then apply or add additional resources or support until the need is met!* The internet offers endless resources at our fingertips today.

You must first know what tools, training, skills and natural gifts are in your arsenal, your bag of tricks—what I refer to as my **Tool Box**. The more you identify these items, the more resilient, and adaptable to change you become. Those are characteristics of top companies today, who successfully weather the stormy economic ups and downs.

Our employers deserve our best. We spend or procure 40-65% of the budget for a typical organization or manufacturing facility. The more we hone our skills and optimize our tool utilization, the more impact we have on our organizations. Over the coming months I will attempt to address some of the common tools or skills we consider basic, yet sometimes forget to use and re-visit. We hear repeatedly new buzz words, acronyms and initiatives. Many are simply old classics renamed and re-engineered – like the remake of a classic picture. The original may still be better! Examine your Tool Box this month!

Training: NAPM-Central Michigan has been and continues to be committed to providing our members with educational opportunities for professional development that are timely, appropriate and at a reasonable cost. Achieving C.P.M. or reaching lifetime certification status is not the purpose of training — it is a benefit. I have both the C.P.M. and lifetime certification — it just means that now I can concentrate on other areas of learning and professional development. I write, speak, mentor, and encourage.

Our Satellite seminars have suffered in attendance this past year. For only \$25.00 you can attend a top notch seminar usually consisting of two or more speakers on a current topic from 9:00 am till 2:30 pm. For that \$25.00 you get a full course syllabus on which to write your notes and follow the speakers, a good, full box lunch meal with sandwich, chips, fruit and dessert, and you usually have time to check in with your office in the morning, during the breaks and even return to the office before quitting time should you be so inclined. It is one of the best values — dollar for dollar, that you will find anywhere. There are four (4) satellite seminars scheduled by ISM this coming year.

In a similar fashion, we have a fantastic lineup of speakers for this year's edition of the Higgins Lake Michigan Purchasing Conference, October 5, 6, and 7. Plan now to attend. For a rate much less than you will pay anywhere else, we will provide you with 16 CEUs of credit, lodging, three FULL meals a day, modern classroom settings with a rustic view out the window. The beauty & peacefulness of the Michigan wilderness, combined with the comfort and relaxation affords you time to share and network with friends and attendees in a retreat or resort setting without masses of people. Formal dress attire is NOT permitted — casual dress (blue jeans, T's and sweatshirts) is the norm. Watch for the details. Equivalent training by any other organization would cost \$975.00 to \$1500.00. Our costs should be less than \$525 even with gas & mileage added in.

NAPM-Central Michigan Calendar of Events

August 2005

Tues. 8/2/05 – Board Meeting

Tues. 8/16/05 – Golf Nite – This is a possibility – mixed foursomes, show up & go. Details to be announced next month if it can be worked out.

September 2005

Mon. 9/05/05 – Labor Day

Weds. 9/07/05 – Board Meeting – tentative date

Tues. 09/20/05 – Dinner Meeting Lansing/Howell
SCM meets the real world – Student Mentoring
Opportunities – Exploration Night – students & member businesses

October 2005

Tues. 10/04/05 – Board Meeting

October 5,6,7, 2005 – Higgins Lake Conference

Tues. 10/18/05 Dinner Meeting (Lansing) (Student Oriented)

Thurs. 10/20/05 Satellite Seminar: *Tools for Negotiations Success*

Tour of LCC Industry/Michigan Technology Center-tentative

November 2005

Tues. 11/01/05 – Board Meeting

Tues. 11/15/05 – Dinner Meeting (Jackson)
Topic - to be determined

Thurs. 11/24/05 – Thanksgiving

December 2005

Tues. 12/06/05 – Board Meeting

Joint meeting/party with SW MI Chapter or Metro Detroit & Central Michigan

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HIGGINS LAKE 2005

October 5-7, 2005