

November

2005

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.

CERTIFICATIONS & ACRONYMS: Politically Correct & Watered Down?

I have been a job seeker far too frequently over the last eight years due to lay-offs. I learned the value of certification as a job-hunter. H.R. and company executives view professional certifications as a base-line for possible candidates. Recent announcements by ISM to discontinue the A.P.P. and phase out the C.P.M. designations in favor of a newer certification more consistent with changes in our profession deserve our close attention and response.

Purchasing and Supply Chain Management jobs posted by H.R. staff and recruiters, usually list C.P.M. or CPIM preferred or required. With ISM's announcement of the pending changes, where are we headed? Following are the currently available certifications from APICS, ISM and NIGP (our government & public sector counterpart): C.P.M., A.P.P., CPIM, CSCP, CPPB, CFPIM, CPCMC, CPPO, CIRM.

- How many do you know? Describe the difference?
- Standards or proficiency used when they replace us?
- Will a new ISM certification just become lost in the maze and confusion?
- Will you be able to meet future job posting criteria?
- APICS pushing CSCP – certified supply chain professional.

CSCP is really what I currently do. But—I am a C.P.M. and that represents accurately my training and background. Voice your opinion to ISM or thru the group forums. Go to www.ism.ws/forums/index to post your thoughts or review what other members are already saying. Better yet, write in to *The Quote*, or contact any of our board members with your comments.

Each organization is trying to come up with a specific designation that will be more impressive than the rest. So many, that the acronyms no longer mean much. They all seem to run together. I am a lifetime C.P.M. and a Six Sigma Green Belt. I attempt to stay current on training, but I don't want or need 5 or 6 acronyms or designations after my name. SixSigma is an endorsement or validation, like the date sticker on my car license plate—I am a C.P.M. by experience—that is my plate.

C.P.M. has never gotten me a pay raise, contrary to the all the hype you hear. I never received a Thank You or Congratulations from my company when I achieved it. But yet, it has helped me get job interviews and new positions. You are a stake or share-holder in what certification program comes next.

When we change the terminology and acronyms so frequently, it seems we are trying to be so politically correct, that the general public (company H.R. or executive types) cannot keep the terms straight or understand them. How often do you see this **posting: 2-3 years experience, C.P.M. preferred?** The very certification requirements demand 5 or more years experience in order to qualify—if you were a purchasing supervisor.

In the past my companies seldom paid for my training or seminars. If we continue to water down the meaning or understanding of certifications, we can forget there being a training budget or support at the company level.

For now, C.P.M.s must re-certify every five years. Realize—they are talking about renewal *Every Three Years* with a significant fee to re-certify to meet the changes. It may not necessarily be in OUR best interest. Will it just cloud the perception at the employer, job or work-place level?

One possible alternative: make the C.P.M. stand for **Certified in Procurement & Materials**—with endorsements or validations for additional module certifications you can add for your interests or areas of expertise i.e.: Contract Management, Project Management, Supply Chain, or Negotiating etc. I am currently titled Purchasing Agent, but I am in reality a Supply Chain Manager. C.P.M. represents my base line of knowledge and training. After 34 years it doesn't tell the whole story, and yet I don't want to have 15 acronyms after my name either.

Lets get realistic, and apply the KISS method once again—Keep It Simple Stupid! Six Sigma emphasizes just that—go back to your basic tools and find new ways to apply them, become masters in their use, do not re-invent the wheel!

The ISM groups & forums are already popping with comments pro and con. Become aware of what is going on before it is too late. We would appreciate hearing your comments. At some point our Board will have a responsibility to respond for our members to ISM.

November 15, 2005 Dinner Meeting

Topic: **Customer Satisfaction: The Ultimate Performance Indicator** Kimberly Hafley, Dir. of Marketing, Two Men and a Truck

Date: Tuesday, November 15, 2005

Location: Coyote Creek Grill (formerly Windsor Mountain Grill) 6951 Lansing Road, Dimondale, MI. 517-322-3080 Restaurant (Exit 98B off I-96 in S.W. Lansing-between I-69 and I-96 loop)

Time: Sign-in & Social Time: 6:00 to 6:30 P.M.
6:30 P.M. Dinner

Cost: \$20.00 Members and Guests
\$15.00 Student Members and Retirees
Cash bar for drinks

RSVP:

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Reservations must be in by Friday Nov. 11th 2:00p.m.

Membership Report

New Regular Member:

Patricia A Layne, Amcor PET Packaging, Manchester MI

NAPM-Central Michigan Calendar of Events

November 2005

Tues. 11/15/05 **Dinner Meeting** (Lansing) Speaker: Kimberly Hafley, Marketing, **Two Men and A Truck**, nationally headquartered in Lansing, will be speaking on Maintaining, Guarding and Improving your *Customer Service/Customer Satisfaction*.

Thurs. 11/24/05 **Thanksgiving**

December 2005

12/06/05 **Board Meeting**

December 8, 2005 Thurs. evening: Hyatt Regency Hotel Dearborn: Joint Informal/Social Dinner with NAPM-Metro Detroit-\$30

January 2006

Tues. 1/03/06 **Board Meeting**

Tues. 1/17/06 **Dinner Meeting** (Lansing) TBA

DINNER MEETINGS:

December 8, 2005 DINNER MEETING SOCIAL

with NAPM-Metro Detroit

Location: Hyatt Regency Dearborn, 600 Town Center Drive. Directions: on Metro Detroit website (see link below)

Time: 5:30 – 6:30 PM Meet & Network
6:30- 7:30 Dinner
7:30 – 8:30 Informal Social

Registration & Costs: visit the Metro Detroit website: www.napm-md.org Click on Event Calendar, Online Registration available

SATELLITE SEMINARS:

Thurs. 2/09/06 **Satellite Seminar: Ethics in Supply Management: Minding Your Actions and Decisions**

Thurs. 4/20/06 **Satellite Seminar: Risk and Risk Management: Surviving in a Dynamic Business Environment**

Thurs. 6/08/06 **Satellite Seminar: Buying Travel, Energy and Other Services**

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