

June

2006

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.



### *From the Toolbox*

by David Taylor, C.P.M.

#### **June 2006—Things are Blooming and the Scenery is Different**

May's dinner presentation with Dr. Dean Krauskopf of MSU's Wayne County Extension Service, was a wonderful departure from our normal programs. Gift certificates were provided by Jackson greenhouses The Hobbit Place, Beck's and Christian's in Lansing. An unexpected tip from Dean—for those that have trouble with deer and animals eating their plants and gardens, install a motion detector on a water sprinkler—scares away the animals & waters the garden briefly!

I spoke about collaboration previously with our suppliers. This coming week, three of our company team will be visiting two of our top 20 suppliers to discuss how to mutually grow our businesses.

I also mentioned Microsoft and a discussion I had with their "Collaboration Specialist". This week I have heard several ads on the radio for new Microsoft Software for Supply Chain Management—Hmmm! What does it mean when Bill Gates usually announces something new? His turn to jump on the bandwagon? Not likely, he usually is attaching it to his tractor so everyone else in the market jumps on HIS bandwagon.

Think again, might it be that Bill is visionary enough to see this is a new unexplored frontier? What do you think we have been saying for many years in ISM? Supply Chain Management is at the pulse-beat of most organizations. We are integrated or tied so closely with the bottom line and the finances of the company, that we can affect and implement sweeping changes. Often neglected, seldom praised, we go about our daily duties, doing the best we can or so we think. Take heed, if Microsoft is jumping in, sweeping changes unlike anything we have seen previously will soon be swooping down on us. Several months ago I spoke of Tsunamis and staying ahead of the market and our competitors. Could this be the first one coming in from the sea?

Maybe Mr. Gates is intending to make Supply Chain Management so common that it will become a household word like PC or MS Office or Outlook. If that is the case, the bar has just been raised and the gauntlet laid down. What are we going to do to keep our positions, maintain our stature and our positions in the corporate frameworks, when Bill G. and others are going to provide us tools they will promise will make it possible for anyone to do our job better? Web E-trading has become very commonplace with so many thinking they can do as well from their living room or home den, as a stock broker or trained financial advisor in the market-- previously did for their portfolio.

I guess I sound the trumpet-- to implore all of us to take stock of what we are doing in our careers to better our

skills and make us a more valuable asset within our work organizations. **Why do I belong to the ISM community and fellowship of peers starting with NAPM-Central Michigan?** Here are just a few this month:

1. For my professional survival—keeping me focused on the changes and challenges of my profession.
2. To network with brilliant and gifted professionals, academics and peers for my growth and information.
3. I am challenged by the youthfulness, idealism and energy of our newest crop of students.
4. My skill and knowledge directly influences my company, and their ability to survive and perform competitively and meet our customer needs.

Thank you all, for your support this past year as your President. I look forward to this next year and my changing duties while supporting our new President, Mike Butchart. Have a wonderful summer all. Dt

#### **ISM Recruitment Challenge**

ISM has a recruitment challenge going on and it's worth bringing to our members attention. As a member, you have value for what ISM is and what NAPM-CM has to offer. As a member, you are also aware of other Purchasing Professionals that do not belong to ISM and don't know a whole lot about what we are and what we offer. To that end, I am offering a challenge. ISM offers a free 6 month "Trial Membership" to anyone who has never been a member. This gives the person access to the ISM "Members Only" website, six months of the Purchasing Magazine and all benefits accorded regular members. An application is available on the ISM website, type in ISM and go to the Institute for Supply Chain Management sight. You will be able to print as many as you need. The current member sponsoring the most "Trial Members" between July 1 2006 and September 15 2006 will be offered a trip to the Higgins Lake Purchasing Conference, October 11-13th at half price. This means a savings of up to \$250, plus will allow any active Trial Member the opportunity to go at the member rate. The additional membership will also help Greg Anderson, our Second Vice-President, use his skills in keeping our membership roster up to date.

#### **SUMMER OUTINGS**

Family Night July 29th at Oldsmobile Park. Lansing Lugnuts hosting Burlington. Fireworks after the game. Tickets are \$9.00. Please respond by Friday July 21st.

We are also looking at a golf outing early to mid August. During the week or a weekend. We are looking for interested bodies. Those interested contact Dave Taylor or Tim Pinter. Format is open for suggestions.

## UPCOMING SATELLITE SEMINARS:

**Thursday, October 12, 2006**

Finance for the Supply Professional

**Thursday, February 8, 2007**

Critical Business Skills for Effective Supply Chain Leaders

**Thursday, April 19, 2007**

The Business Case for Diversity in a Social Responsibility Context

**Thursday, June 7, 2007**

Project Management for Supply Professionals

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**MICHIGAN PURCHASING  
CONFERENCE  
(HIGGINS LAKE)  
October 11-13, 2006**

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