

Monthly Dinner Meeting Tuesday – February 22, 2005

Note: The February General Meeting will be held at
Holiday Inn East - 300 Gateway Drive -
Bethlehem, PA 18017 - (610) 866-5800

Directions: Take RT 22 to RT 512 exit. North on RT
512 less than 1/3 of a mile. Turn right onto Gateway
Drive and follow signs for the Holiday Inn.

Contact George Kinek by Thursday, February 17th

Phone: 610-774-4776 Fax: 610-774-5408

E-mail: gpkinek@pplweb.com

Cost: NAPM-LV Members - No Charge
Guest - \$25 Students - \$10.00

Checks payable to NAPM-LV

5:30PM Pre-Dinner Forum (Jefferson Room)

Speaker - Charles Dominick, C.P.M., SPSM

TOPIC: Managing Supplier Performance

6:30PM Dinner Menu (Franklin Room – Buffet)

Tossed Garden Salad
Sliced Eye Round w/Mushroom Sauce
Baked Stuffed Flounder
Garlic Mashed Potatoes
Rice Pilaf
Mixed Medley of Vegetables
Rolls & Butter
Coffee Service
Chocolate Raspberry Layer Cake

AFTER DINNER

SPEAKER: Charles Dominick, C.P.M., SPSM

TOPIC: Measuring Purchasing Performance

Charles Dominick, C.P.M., SPSM is the president of Next Level Purchasing, Inc., based outside of Pittsburgh, Pennsylvania. Through the online purchasing classes and the SPSM Certification Program that he has developed for Next Level Purchasing, Charles has trained purchasing professionals from multi-billion dollar organizations throughout North America, South America, the Caribbean, Europe, Asia, Africa, and Australia/Oceania.

Charles also teaches eBusiness and Certified Purchasing Manager Exam Review classes for Penn State University and the University of Pittsburgh. Charles is frequently recruited to deliver educational seminars for purchasing associations throughout the US.

Prior to founding Next Level Purchasing in 2000, Charles acquired nearly a decade of results-producing experience in purchasing at the Kurt J. Lesker Company, US Airways, and the University of Pittsburgh.

Since 2002, Charles has served on the board of directors of the Pittsburgh affiliate of the Institute for Supply Management. His articles have been published in the newsletters of purchasing associations as well as the Institute for Supply Management's Web site. His powerful article on long-term procurement strategies was featured in the October 2004 issue of Inside Supply Management magazine.

Charles has earned the Certified Purchasing Manager and Senior Professional in Supply Management certifications. He holds a Bachelor's Degree in Business Administration from Duquesne University.

Charles will be both our pre-dinner and after dinner speaker. His pre-dinner forum topic will be "Managing Supplier Performance". The after dinner topic will be "Measuring Purchasing Performance". Charles can be contacted as follows:

Charles Dominick, C.P.M., SPSM
President

Next Level Purchasing
PO Box 901

Moon Township, PA 15108

Phone: 412-600-8241

Fax: 412-299-6635

Email: cdominick@nextlevelpurchasing.com

<http://www.nextlevelpurchasing.com/>.

President's Corner

By Patricia Frank, C.P.M., President

We had a great turnout for our January 25 dinner meeting. Thanks to each of you who attended to help make it a successful evening.

Our Annual Purchasing Month event with the Reading Affiliate will take place on March 22. We are fortunate to have two outstanding guest speakers scheduled for this important meeting event of the year.

Another important event will be our Annual Carl F. Zipf Memorial Scholarship Awards Dinner being held on April 27.

We are also looking forward to the upcoming 2005 Ellery Royal Memorial Golf Tournament, being held on May 24. Proceeds from this annual golf outing help fund The Carl F. Zipf Memorial Scholarship Program.

I encourage members to attend all of these events. Please see the newsletter for additional information on each.

In closing, I would like to leave the following message with you. In just a couple of months we will be voting for the executive leadership team and various chairs to help direct our affiliate into another year of service for our members. The success of NAPM of the Lehigh Valley for the ensuing year will depend totally on the responsiveness of volunteers in this organization. We are thankful for the wonderful volunteers that we do have, but we need more to help share some of the responsibilities that continue to fall on just a few. My email address is pfrank@bucksiu.org. I am asking that you please contact me if you are willing to give even an hour of your time, per month, for this organization.

Membership News

As of February 2005 the membership of NAPM-LV is comprised of:

**231 Regular
3 Academic
2 Honorary
6 Corporate
6 Retired
4 Unemployed
2 Students**

Total Membership: 252

MEMBERSHIP REPORT

NEW MEMBERS

Akbar Alinani, Purchasing Manager, Aventis Pasteur
Jason Kuchta, Sr. Purchasing Agent, Akrion LLC
Nicholas Petit, Purchasing Manager, Aventis Pasteur
Angel Rodriguez, Sr. Purchasing Agent, PPL
Albert Rusczyk, Director-Purchasing, PPL
Susan Valasek, Sr. Purchasing Agent, PPL
William Worley

**S A T E L L I T E
S E M I N A R S A T A
G L A N C E**

Thurs. February 10, 2005	Finding and Keeping the Best Sources
Thurs. April 14, 2005	Supply Chain Research Trends and Market Intelligence
Thurs. June 9, 2005	Discovering Supply Management's Social Conscience



Dues Alert

Membership dues invoices were sent out the week of December 5, 2004. If any one has not received their invoices please contact Dennis Potillo.

Dues were due by January 21, 2005, if you have not yet paid, there is still some time.

Members may pay by check or credit card. Please make all checks payable to NAPM-LV and mail to:

Dennis Potillo

Financial Secretary

2103 Henderson St.

Bethlehem, PA 18017-4924

If paying by credit card please e-mail all information to Dennis Potillo:

dennis.potillo@boschrexroth-us.com

If you have questions concerning your membership, please contact Dennis at:

Work Phone: (610) 694-8449

Home Phone (610) 866-1348

Or

Jane A. Affa

Membership Chairperson

Two North Ninth Street

Allentown, PA 18101-1179

Work Phone: (610) 774-4365

Home Phone: (610) 799-0533

Have you explored the Members Only Online Info Center Lately?

Please do so by going to www.ism.ws . Go to the Members only section and then click Members Information and Online Tools.

Online InfoCenter

A service provided ONLY to ISM members! Access the largest purchasing and supply management library!

What is the Online InfoCenter

The Online InfoCenter is a fast and easy way to find information on supply management and purchasing-related topics. You can get the information that you need, when you need it, and right at your fingertips.

Here is some information and topics that listed under the ISM Resource Guides. This is information that could help you at your job.

- **The ISM Resource Guides are topic-specific electronic "packets of information" on a number supply management subjects. Each guide includes 5-10 articles from various ISM publications, suggested reading lists, valuable links to related Web sites and contact information for a variety of other resources and information on the topic. ISM's Resource Guides deliver specific, timely information on the topics you are most interested in - right to your computer desktop.**

- **The ISM Resource Guides are FREE to ISM Members. Simply click on the Resource Guide(s) you want from the list below and enter your ISM ID number as your UserName and your last name as the Password when prompted.**

- **Non-Members: The ISM Resource Guides are available to non-members for \$20.00 each. To order ISM Resource Guide(s), select this link to access the order form: Non-Members: Click here to order Resource Guides now! Once you complete and submit the order form, you will be issued a unique password for each guide ordered. Each password allows you to access the guide for a period of 30 days. Once you have submitted your order, be sure to review the information and then select "confirm" to activate your password. The Resource Guides are accessed by clicking on the guide(s) you have ordered and entering your UserName and Password when prompted.**

- **International Organization for Standardization (ISO) Guidelines**
- **Electronic Commerce**
- **Outsourcing**
- **Measuring Performance/Benchmarking**
- **Minority Supplier Programs**
- **Environmental Issues in Purchasing**
- **Global Sourcing**
- **Supplier Management and Partnering**
- **The Purchasing Card**
- **Group/Consortium Purchasing**

- **Service Purchasing**
- **Cost Reduction Strategies**
- **Public Sector Purchasing: Federal, State, and Local**
- **Inventory Management**
- **Bidding Process**
- **Health Care**
- **Telecommunications**
- **Utilities**
- **Hospitality**
- **Small Business Purchasing**
- **Software Licensing & Contracting**
- **Capital Equipment Purchasing**
- **Negotiation Skills in Purchasing**
- **Maintenance, Repair, and Operating (MRO)**
- **Ethics in Purchasing**
- **Logistics and Transportation**
- **Business Models for the Purchasing Function**
- **Best of Purchasing**
- **Reverse Auctions**
- **Rating and Evaluating Suppliers**

If you are looking for a way to earn extra Continuing Education Hours (CEHs) for C.P.M. recertification or A.P.P. reaccreditation, attend ISM Satellite Seminars! Attendees earn 4 CEHs for each of these four-hour educational programs.

Don Cunningham and David Yarkin to address joint meeting of the Lehigh Valley and Reading Chapters of the NAPM/ISM

Though we are in the throws of winter, March is not far off. Most people associate the month of March with spring, but since we're in the supply industry, we know March is Supply Management Month!

During the month of March, we recognize our roles as supply management professionals in helping to build better business and government in Pennsylvania and throughout each organization and business partnership. We promote this through publications in local media and through a special program during March's business meeting.

On March 22, 2005, the Lehigh Valley and Reading Chapters of the National Association of Purchasing Management/Institute for Supply Management will host their annual joint meeting at the Holiday Inn in Fogelsville, PA. The theme for 2005 Supply Management Month is **Supply Management: Maximizing Opportunities, Managing Risk**, and our program at the March meeting will be special, indeed.

The program will begin at 1:00 P.M. with David Yarkin, Deputy Secretary from the Department of General Services for the Commonwealth of Pennsylvania, leading discussions pertaining to: **On-Line Auctions, Supplier Diversity, and Culture Change**. Networking and a social hour will begin at 4:30 P.M. Dinner will begin at 5:30

P.M. The program will culminate in the after-dinner presentation on **New Initiatives and Future Vision** by keynote speaker, Donald T. Cunningham, Jr., Secretary, Department of General Services for the Commonwealth of Pennsylvania.

The afternoon seminar qualifies for 3 ISM hours of continuing education. The after dinner forum qualifies for 0.75 hours of continuing education.

As Secretary of the Department of General Services (DGS), Mr. Cunningham oversees one of the largest operating departments of our state government. The DGS has oversight of state purchasing, management of non-highway capital projects, and responsibility to manage, maintain and protect state buildings and facilities. In addition, DGS manages Pennsylvania's minority and women-owned business contracting program, the Capitol Police Department, the Bureau of Commonwealth Media Services and serves as the state's real estate agent and insurance broker. Prior to his appointment, Cunningham was Mayor of Bethlehem, Pennsylvania, the state's sixth-largest city, from 1998 to February 2003.

Deputy Secretary for Procurement, David P. Yarkin, oversees more than \$4 billion in annual spend on commodities and services; the Commonwealth's fleet of approximately 14,000 vehicles, the General Services warehouse; Pennsylvania's federal and state surplus programs and the Commonwealth Agency Recycling Office.

Save the date: March 22, Holiday Inn Fogelsville, starting at 1:00 p.m.



Ellery Royal

MEMORIAL GOLF TOURNAMENT

This is one great day of Golf!

There are many reasons why you will want to participate in the NAPM-Lehigh Valley's

Ellery Royal MEMORIAL GOLF TOURNAMENT

Location, Location, Location

Woodstone Golf Club, located in Danielsville just off Route 946, provides a serene journey through the rolling hills at the foot of the Blue Mountain. A private club, Woodstone is a 7,032 yard, 18-hole course, with bent grass from the tee to the green.

It offers the challenge of large, fast greens - undulating fairways, and a test of golf which will exhilarate you, and try your abilities but never frustrate or bore you.

Golf

The tournament's 4-person, 18-hole scramble format allows golfers of all skill levels to enjoy the game. Country Club attire (no tank tops, t-shirts, cut-off pants, blue jeans) and Spikeless shoes are required. Word about town is that Mulligans will be available for \$5.00 (max. 2). And raffles and prizes will add to the fun!

Bring your appetite!

A Deli style cold lunch buffet will be served at 11:00 am with golf starting, shotgun style at 12:30 PM. Following golf, Cocktails (cash bar) will be available at 5:00 PM with a Dinner Buffet and Awards Banquet to follow at 6:00 PM

Information:

Sandy Ressler, Tournament Coordinator
610-770-1100 : 610-770-1109 fax



Tuesday, May 24, 2005

11:00 am

Woodstone Golf Club

Danielsville, PA

SPONSORSHIPS

REGISTRATION FORM

Please choose your level of support.

Tournament Partner - \$1,000
 This sponsor receives: recognition in the event program, registration of a foursome, opportunity to address the golfers at the awards dinner, and a sign placed at the dinner.

Corporate Sponsor - \$600
 This sponsor receives: recognition in the event program, registration of a foursome, recognition at the awards dinner, and a sign placed at the dinner.

Scholarship Sponsor - \$400
 This sponsor receives: recognition in the event program, and a sign placed at the dinner. This donation goes directly into the Carl F. Zipf Scholarship Fund for scholarships pertaining to the purchasing and supply management fields of business. (Note: This sponsor level does not include any golfer registrations, as every dollar goes directly into the scholarship fund.)

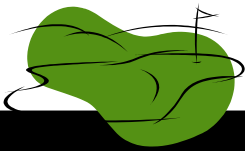
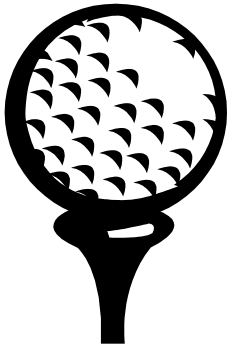
Green Sponsor - \$250
 This sponsor receives: recognition in the event program, registration for one golfer, and a sign placed on the course.

Hole Sponsor - \$150
 This sponsor receives: recognition in the event program, and a sign placed on the course. (Note: This sponsor level does not include any golfer registrations.)

Individual Golfer - \$100



Ellery Royal
 MEMORIAL GOLF TOURNAMENT



Tuesday, May 24, 2005
11:00 am
Woodstone Golf Club
Danielsville, PA

Contact Information

Name _____

Company _____

Phone _____

Email s _____
 (for confirmation of starting assignments)

Foursome information

Player Name	Company Name

Please make a foursome for me

I would like my recognition to read as follows:

I cannot attend but would like to make a scholarship donation of \$ _____ .

Please complete attached registration form and mail with your check to:

Sandy Ressler
 Olson Technologies Inc.
 160 Walnut Street
 Allentown, PA 18102

**Make checks payable to:
 NAPM-LV**

NAPM of the Lehigh Valley, Inc.

**FEBRUARY DINNER MEETING
Tuesday, February 22, 2005
Holiday Inn East
300 Gateway Drive
Bethlehem, PA**

Reservations must be returned to George Kinek before 4:00 pm on Thursday, February 17th.

Fax: 610-774-5408

E-mail: gpkinek@pplweb.com

Phone : 610-774-4776

Name:_____

Company:_____

Phone Number:_____

Guest Name:_____

NOTE: NAPM Must pre-pay for all dinners.

Please keep your schedules clear if you sign up to attend dinner.