

March 2005

www.napmlv.com

Monthly Dinner Meeting Tuesday – March 22, 2005

Note: The March General Meeting will be held at Holiday Inn - Foglesville – I-78 & RT. 100 South, Lehigh Valley, PA 18002
Phone: 610-391-1000

Directions: Take RT. 78/22 to exit 49 (RT 100 south). Make a right turn just after the Burger King. The Holiday Inn is just behind the Burger King.

Dinner Reservations: Responses required by Friday March 18, 2005. Send responses to: gpkinek@pplweb.com or phone 610-774-4776.

Please note: Respond by indicating if you'll attend the afternoon session & dinner or just dinner!!!!

Cost: NAPM-LV Members - No Charge
Guest - \$50 Students - \$20
Checks payable to NAPM-LW

Pre-Dinner Session: 1:00 PM – 4:30 PM (Lincoln Room - Refreshments included)

David Yarkin – Deputy Secretary for Procurement – Department of General Services – Commonwealth of Pennsylvania

Topics: On-line auctions, Supplier Diversity, and Culture Change

Networking/Social Hour: 4:30 PM– 5:30 PM

Supplier Booth exhibits from Xpedx and Allentown Valve and Fitting

Cash Bar in the reception area.

Dinner: 5:30 PM – 6:15 PM (Roosevelt Room - Buffet Style)

Salads: Medley of Fruits, Garden Salad Bowl, Waldorf Salad, Caesar Salad.

Entrees: Beef Stroganoff over Noodles, Baked Chicken, Champagne Sauce, Caribbean Salmon w/ Mango Chutney.

Accompaniments: Wild Rice, Parsley Potatoes, Corn O'Brien, Green Beans Amandine.

Desserts: Display of Assorted Cakes and Pies

After Dinner Speakers: 6:15 PM – 6:45 PM

NAPM-LV President: Pat Frank,

NAPM-Reading President: Guy Lombardo,

Xpedx – Vince Calamia

Allentown Valve and Fitting – Tom Kelly

Keynote Speaker: 7:00PM – 7:45 PM

Don Cunningham – Secretary, Department of General Services – Commonwealth of Pennsylvania.

Topic: New Initiatives and Future Vision

This month's meeting is a joint meeting with NAPM-Reading. It features a ½ day seminar on various topics related to purchasing, supplier exhibits, and a keynote speech by Secretary Cunningham. The Theme for Supply Management Month is: "Supply Management – Maximizing Opportunities. Managing Risk.". **Please indicate if you'll be attending the afternoon session and dinner or just dinner. Also note that dinner is starting at 5:30 PM, not our typical time of 6:30 PM.**

The timeline for the afternoon and evening is as follows:

Time:	Discussion/Topic:
12:30 PM	Registration
1:00 PM	On-Line Auctions – David Yarkin
2:00 PM	Break (Philadelphia Break)
2:15 PM	Supplier Diversity – David Yarkin
3:15 PM	Break (Philadelphia Break)
3:30 PM	Culture Change – David Yarkin
4:30 PM	Networking/Social Hour
5:30 PM	Dinner
6:15 PM	Affiliate Business and Supplier addresses
6:45 PM	Keynote Speech – Don Cunningham New Initiatives and Future Vision for the State of PA

Speakers Biographies:

David Yarkin – Deputy Secretary – Department of General Services – Commonwealth of Pennsylvania

David P. Yarkin was appointed Deputy Secretary for Procurement on February 24, 2003. In this role, Mr. 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.

Mr. Yarkin joined the Department after serving as Director of Strategic Planning at the New York City Department of Education. In this role, he was the project manager of *Children First*, the school system's structural transformation program. Prior to joining the Department of Education, Mr. Yarkin served in media giant Bertelsmann's International Management Development Program. At Bertelsmann, he ran the Bookspan Reading Groups project, a direct and vital marketing effort to sell books to members of reading discussion groups.

Mr. Yarkin worked for Governor Rendell for 6 years before leaving for the private sector – first as mayoral press secretary, then as Senior Advisor to the Chairman when Rendell led the Democratic National Committee and finally as his spokesman in the first year of the successful gubernatorial campaign. He entered City government in Philadelphia after two years as the Deputy Pennsylvania Finance Director of President Clinton's reelection campaign. Mr. Yarkin is a graduate of Harvard University and lives in the Shipoke section of Harrisburg with his wife Courtney Carlson.

Don Cunningham – Secretary – Department of General Services – Commonwealth of Pennsylvania

Secretary Donald T. Cunningham, Jr. was confirmed by the Senate on February 11, 2003 as Secretary of the Department of General Services (DGS). With its oversight of state purchasing, management of non-highway capital projects, and responsibility to manage, maintain and protect state buildings and facilities, the Department of General Services is one of the largest operating departments of state government. In addition, DGS manages the state'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.

Cunningham was nominated by Governor Edward G. Rendell because of his experience with managing large government operations during difficult financial times and improving the quality of services while reducing the cost of operations. He plays a central role in the Rendell Administrations effort to improve the management and productivity of state government.

Prior to his appointment, Cunningham was Mayor of Bethlehem, Pennsylvania, the state's sixth-largest city, from 1998 to February 2003. In a city hit hard by the decline of Bethlehem Steel Corp. and the loss of 20,000 steel manufacturing jobs and a substantial portion of its tax base, Cunningham guided more than \$1 billion of new development and the creation of 5,000 new jobs into the city during his tenure as mayor. He received national recognition for his work in economic development and urban revitalization for leading the transformation of Bethlehem into a New Economy city. In addition to his work in economic development, Cunningham proposed four consecutive budgets with no tax increases and developed new and innovative programs to improve public safety and the delivery of neighborhood services. He was recognized for his innovations in the delivery of local government services by both the U.S. Conference of Mayors (1999) and former Governor Tom Ridge (2001). The Democratic Leadership Council named Cunningham one of the top ten state and local "rising stars" in the Democratic Party in 2000.

His service-driven approach to government, emphasizing fiscal austerity and aggressive economic development, led to his election by his peers in 2002 as the president of the Pennsylvania League of Cities and Municipalities. Cunningham was the youngest mayor elected in the history of Bethlehem (1997) and the first mayor reelected (2001) with no opposition in the primary and general elections. While in office, Cunningham spearheaded the redevelopment of the former Bethlehem Steel manufacturing lands, one of the largest urban brownfield renewal projects in the United States.

Before his term as mayor, Cunningham served for two years as a member of Bethlehem City Council. He also worked in the private sector where he served as Senior Information Specialist at Pennsylvania Power and Light Co. in Allentown and Media Relations Director

at Moravian College in Bethlehem. Cunningham started his career as a newspaper reporter working for the former Bethlehem Globe Times and as a suburban correspondent with the Philadelphia Inquirer.

In addition to his role as Secretary of DGS, Cunningham chairs the Budget Committee and Committee on Personnel for the State Public School Building Authority and Pennsylvania Higher Educational Facilities Authority. He serves on the Board of Commissions of Public Grounds and Buildings, as well as the Boards of PENNVEST, the Capitol Preservation Committee, and the Governor's Homeland Security Advisory Council. He is a member of the Agricultural Land Preservation Interagency Committee as well as the Executive Board.

Cunningham is a native of Bethlehem, Pennsylvania and was educated entirely in Pennsylvania schools. He graduated from Shippensburg University with a Bachelor of Arts in Journalism and earned a Master of Arts in Political Science from Villanova University. He is married to the former Laura Allen. The Cunningham's reside in Bethlehem with their three children, Bridget, Shane and Brendan.

President's Corner

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

We are really excited about our two guest speakers who will be joining us on March 22 at our Annual Purchasing Month event. Please mark on your calendar to join us, and the Reading Affiliate, to help make this Annual Supply Management Month one of the best ever. Additional information is included in this newsletter.

Some newly received literature came across my desk the other day. An article titled "The Importance of New Membership" caught my attention. I would like to share with you a few thoughts from that article. We seem to have a fair number of new members joining our affiliate each month, but we need more of those new members to join in on the decision-making processes. We recognize the importance of the expertise and resources that each professional brings to the table, making NAPM-LV a great source of information, not just for our membership but the public in general.

As most of us know, the main sources available in our area to produce new professionals in the field of

Purchasing/Supply Management are our local businesses. We, of course, welcome those professionals into our membership. However, we are starting to take a closer look at getting our local colleges involved as well. If you know a college student who may be interested in bringing new ideas to our organization, please invite that student to one of our dinner meetings and be sure to introduce him or her to our Membership Chair, Jane Affa. The cost for dinner is just \$10 per student.

Certification

Congratulations

Susan Valasek, A.P.P.
Senior Purchasing Agent
PPL Corporation

On your lifetime A.P.P. certification.

Supply Management Month

By George Kinek, C.P.M. - Programs Chair

Spread the word - March is *Supply Management Month*! As supply management professionals, March is our month to shine, gain recognition, and communicate the value of our profession to the public and within our organizations. Supply management is defined as the identification, acquisition, access, positioning, and management of resources the organization needs or potentially needs in the attainment of its strategic objectives.

The theme for 2005 Supply Management Month is:

Supply Management: Maximizing Opportunities. Managing Risk.

This special month recognizes the role of supply management professionals in helping to build better business and government in the Lehigh Valley and throughout your companies.

To celebrate, NAPM-Lehigh Valley will have hand outs imprinted with the 2005 theme at our dinner meeting on March 22, 2005. We have also recruited some high impact speakers to provide a half day seminar which accounts for 4 continuing education hours toward certification or re-certification.

We should all promote the value our profession brings to businesses around the world through value-added enhancement, cost savings, market knowledge, best practices, and strategic methodologies.

We, the board of NAPM-LV, hope to see a large turnout at our March 22, 2005 dinner meeting.



Supply Management

Maximizing Opportunities. Managing Risk.

Membership News

As of March, 2005 the membership of NAPM-LV is comprised of:

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

Total Membership: 261

Membership Report

PLEASE WELCOME

NEW MEMBERS

Mathew L. Coffin, Innovative Office Products

James R. Eley, B. Braun Medical Inc.

Salvador Gala, Masterfoods USA

Patricia O. Gray, CPIM, Organon USA

Rebecca L. Karp, Tyco International (US) Inc.

Bryan J. Lahman, CIGNA

Jeffrey A. Miller, B. Braun Medical Inc.

Cheryl L. Shoneberger, Innovative Office
Products

William M. Stamos, ExpenseLine Consulting
Group, Inc.

SATELLITE SEMINARS AT A GLANCE

Thurs. April 14, 2005	Supply Chain Research Trends and Market Intelligence
Thurs. June 9, 2005	Discovering Supply Management's Social Conscience



Dues Alert

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.

Please go to this website and you will be surprised at the topics available for your use.

Scholarship News

By Nancy Helwig, Scholarship Chair

The Ides of March are Upon Us - March 15 is the due date for applications to the Carl F. Zipf Scholarship Award.

Each year, NAPM of Lehigh Valley, Inc. awards several scholarships on behalf of the Carl F. Zipf Memorial Scholarship Fund to qualified applicants to help defray college tuition expenses. If you would like to recommend a candidate, please have your candidate return a completed application form to me no later than March 15, 2005. The application form and procedures are attached for your convenience. If you or your candidate has any questions, please contact me, Nancy Helwig, at 610-774-4319 or email me at: nahelwig@pplweb.com.

Who is Carl F. Zipf?

Annually, NAPM-LV awards scholarships to talented students with affiliations to the Lehigh Valley. These awards are presented in the memory of Carl F. Zipf. But – Who is Carl F. Zipf?

In 1974, Carl Zipf was a member of the Board of Directors to the Purchasing Management Association of the Lehigh Valley, a predecessor to the NAPM-LV. Carl requested the Board to consider a scholarship program for college students in the Lehigh Valley. The Board appointed Carl to chair a committee to establish guidelines for a scholarship program. After a lengthy review process, guidelines were established and the first scholarships were awarded in 1976. A total of five scholarships of \$500.00 each were awarded that year. At the November 2003 NAPM dinner meeting, seven scholarships were awarded. Awards now total 128 scholarships since 1974, with a cumulative awarded amount of \$96,000.

Upon his sudden passing in 1976, the Association named the scholarship program in his honor.

Here are some items of interest known about Carl: He served with the U.S. Coast Guard during World War II and with the U.S. Navy during the Korean Conflict. After graduation from Union College, in Schenectady NY, he began a purchasing career in New York City for a steamship company and later with Shell Oil Company and Western Union. While with Western Union, he relocated to the Lehigh Valley in 1969. He holds the distinction of being the first PMA-LV to receive C.P.M. Certification.

The Carl F. Zipf Scholarship Program is funded by the 50/50 raffle at the monthly dinner meetings, proceeds from the annual golf outing, and proceeds from the satellite seminars. By attending these functions, you will be helping to defray the rising expenses of education for worthy, talented students in the Lehigh Valley.

NATIONAL ASSOCIATION OF PURCHASING MANAGEMENT OF THE LEHIGH VALLEY, INC.

Purpose

Scholarship awards are granted to qualified applicants, under the NAPM-LV approved guidelines. Applicants must be in the process of pursuing a degree in supply chain management, material management, or in a business-related field, or work in the supply chain management field. Applicants must have been accepted into an accredited institution of higher education, either full time or part time, to further their educational goals. The scholarship fund supports the public purpose of NAPM, that being education.

Requirements for NAPM of LV Scholarship Award Program

The applicant must have a minimum GPA of 3.0 and meet two or more of the following requirements to receive consideration for a scholarship award.

1. Membership - individually or through an immediate family member - in the NAPM of the Lehigh Valley.
2. Pursuing an associate, bachelor or graduate degree in supply management, material management or in a business-related field.
3. Employed full- or part-time in supply management, material management, or a business-related profession and in need of financial aid at the time of application.
4. Returning to higher education, is a current NAPM- LV member, and does not have a tuition reimbursement program through an employer.
5. Is a high school senior pursuing a degree in supply management, material management, or a business-related field and has been accepted by an accredited institution of higher education.
6. Has secured an acceptable reference from the applicant's employer or educational advisor.

Application for Candidacy
2005
NAPM OF THE LEHIGH VALLEY
Carl F. Zipf Memorial Scholarship

Name: _____
City / Town: _____
State: _____ Zip Code: _____
Home Telephone No.: _____
Cell Phone No.: _____
Email: _____

College Attending: _____
Address: _____
City / Town: _____
State: _____ Zip Code: _____
Part-time _____ Full-time _____

Class: High School Senior / Freshman / Sophomore / Junior /
Senior / Graduate Student

Major: _____ Minor: _____

Approximate GPA: _____

Expected Date of Graduation: _____ Degree: _____

Briefly explain your activities/offices held in college and/or other organizations:

Please list any other scholarships you have already received.

Please explain why you have chosen your particular major and what career you ultimately plan to pursue:

Do you have any relatives or friends that are members of NAPM of the Lehigh Valley? If so, whom?

How did you hear about the Carl F. Zipf Memorial Scholarship?

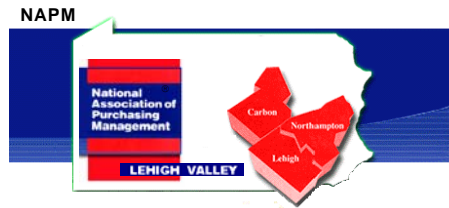
NOTE: Applicants must have a minimum GPA of 3.0 to be awarded a scholarship. Also, the following **MUST BE INCLUDED** with the application:

1. A copy of your most recent college or high school transcript.
2. A copy of the upcoming semester's college acceptance form.
3. An essay explaining why you believe the NAPM-LV scholarship committee should award you this scholarship. Please include how this scholarship will assist you with your education and life's goals.

Applicant's Signature: _____ Date: _____

Please submit this application **no later than March 15, 2005**. Awards will be presented at the NAPM-LV General Membership Dinner Meeting, April 27, 2005, at Lehigh University's Iacocco Hall.

Send to: NAPM OF THE LEHIGH VALLEY
 c/o Nancy Helwig, Scholarship Chairperson
 PPL Services Corp
 Two North Ninth Street
 GENTW12
 Allentown, PA 18101



Please Consider a Sponsorship

Ellery Royal
MEMORIAL GOLF TOURNAMENT

Tuesday – May 24th, 2005

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.)

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.)

Green Sponsor - \$250

This sponsor receives: recognition in the event program, registration for one golfer, and a sign placed on the course.

Individual Golfer - \$100



For Information & Golfer Registration Forms (please contact):

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

MARCH DINNER MEETING
Tuesday, March 22, 2005
Holiday Inn Foglesville
I-78 & RT. 100 South
Lehigh Valley, PA

Reservations must be returned to George Kinek before 4:00 pm on Friday, March 18th.

Fax: 610-774-5408

E-mail: gpkinek@pplweb.com

Phone : 610-774-4776

Name: _____

Afternoon Session & Dinner: _____

Company: _____

Dinner Only: _____

Phone Number: _____

Guest Name: _____

NOTE: NAPM Must pre-pay for all dinners.

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