



Cincinnati

June 2008

Editor: A. Hicks

NOTE CHANGE OF DATE!

NAPM Meeting **MONDAY 06/09/08**

Vernon Manor Hotel

Networking & Registration: 5:30-6:00 PM

Dinner: 6:00 – 7:00 p.m.

Speaker: 7:00- 8:00 p.m.

Cost: \$ 25.00

Reservations: 513-385-4144



William D. Agee, Jr.

C.P.M., A.P.P., CEM, CMN, CPP, CPE,
CPIM, CPCM, CPCM, SSBB

The Dinner Program

"Competitive Market Analysis"

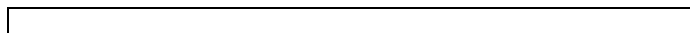
- *Did you capitalize on the steel market of a few years ago or were you caught by surprise by the price increase felt by all?*
- *Did you protect your firm and those of your strategic suppliers firm from the copper increase before it topped 600% increase?*
- *Was your organization a casualty of the construction costs which curtailed the new plant expansion or corporate offices?*

Competitive Market Analysis, or Competitive Intelligence, is not a covert activity or corporate espionage as some might assume. It is the employment of market available data to forecast and anticipate future trends and market weaknesses which could provide opportunity for the firm as well as abate serious risks and financial downturns. This talk will allow us to discuss some of the major trends, structure of competitive groups inside a SCM, as well as opportunities we can expect to see in the future.

Mr. Agee has been in purchasing for nearly thirty-years spanning a very broad and diverse career. Initially, Bill began purchasing in the retail operations, wholesale/distribution field, moved over to a regulated utility purchasing/contract environment with a branch of the federal government, took a manufacturing position over both purchasing and manufacturing management, followed by experience in a service acquisitions organization. His major areas of expertise are negotiations, construction management, policy and procedures development, cost and price analysis, contract management, construction contract audits and global business development.

Dinner Cost: \$ 25.00

Please call Ken Wilson at 513-385-4144 by June 6, or E-Mail @marketeria@aol.com to make your reservations for the meeting





**National
Association of
Purchasing
Management
Cincinnati**

Upcoming Events

JUNE:

June 9, 2008: Dinner Meeting
Past President and Volunteer Month
Bill Agee : Competitive Market Analysis

June 9-10: ISM Seminar in Cincinnati
Driving Down Cost Through Cost Analysis

June 16-18, 2008 ISM Seminar in Cincinnati
Power Negotiations: Unlock your Powers of
influence and Persuasion.

SEPTEMBER:

September 9, 2008 Dinner Meeting

September 10-12, 2008 ISM Seminar in Cincinnati
Fundamentals of Purchasing: The Building Blocks
of World-Class Professionalism

OCTOBER:

October 8, Satellite Seminar
Applying Lean Concepts in Supply Management

October 14, 2008: Dinner Meeting

NOVEMBER:

November 11, 2008: Dinner Meeting

2009:

April 23, 2009 Satellite Seminar
Preparing to Negotiate On-shore and Offshore

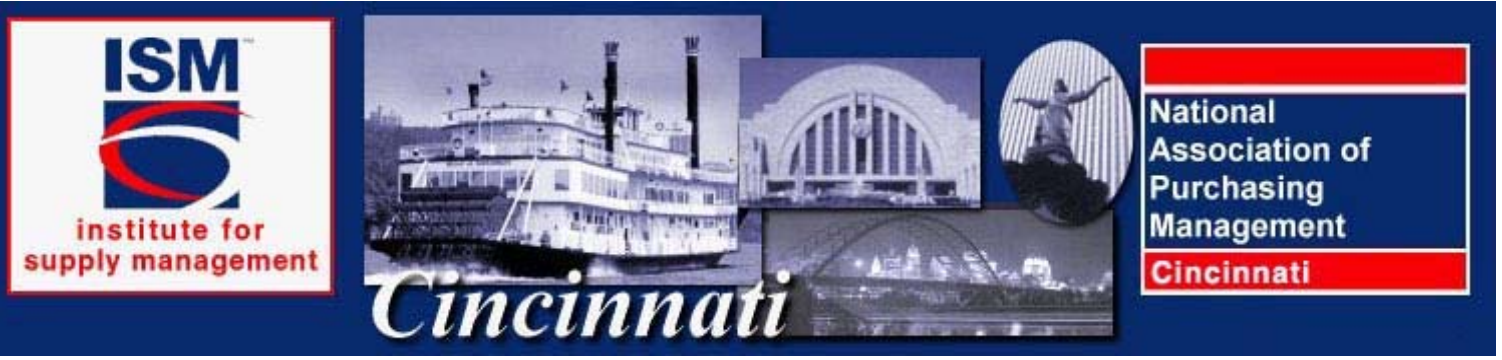
June 4, 2009
Talent and Career Management for Supply
Professionals.

NAPM- C REPORT ON BUSINESS



Help us to ensure the data we provide is reflective of the local economy; sign up to respond to the monthly survey. It will only take about 5-10 minutes of your time each month.

Contact Ken Wilson to sign up.
Marketeria@aol.com



Parking

Remember the Vernon Manor offers free valet parking. This is an added benefit while they are constructing new parking areas.



PRESIDENT'S NIGHT



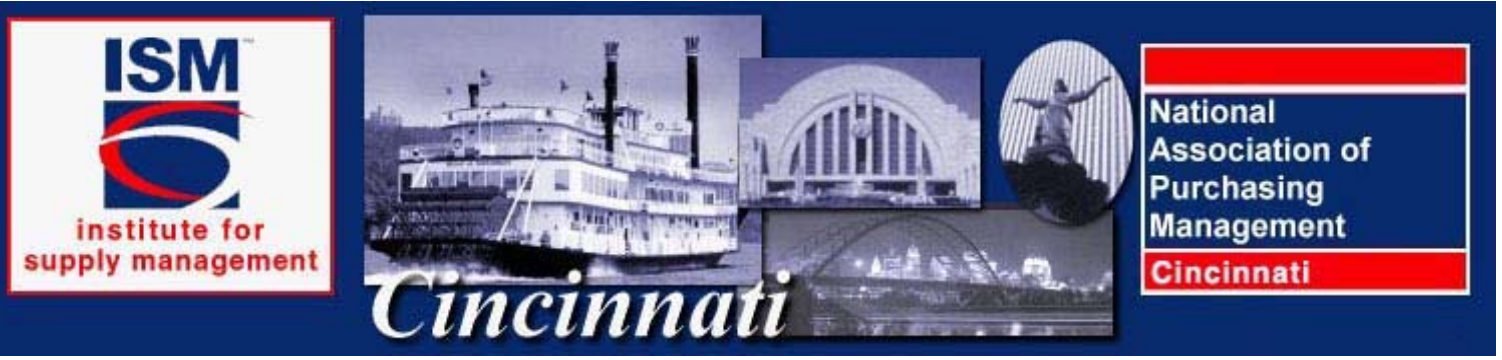
LAST CHANCE C.P.M. !

**Last Chance to Register for C.P.M.
Exams – December 31, 2008**

The last day to register exams for the C.P.M. is December 31, 2008. Don't wait. Order the study materials you need now as some items are only available while quantities last. Once you register with ISM, make sure to promptly schedule your exams to allow time for retaking any modules.

At the June meeting we will be honoring the past Presidents of NAPM-Cincinnati. Please thank these men and women for their roles in keeping NAPM-C such a great organization.

We will also have a table with memorabilia of the affiliate. Take a moment to check out the history.



Hats off to our Volunteers



At this month's meeting we are taking time to thank our wonderful volunteers. Without the time from the board and the volunteers much of what you see would not happen. Our thanks go out to:

- John Wenderfer** – answering the phone
- Mike Hudson** – dinner survey
- Colleen Soppelsa** – job opportunities
- Greg Bunn** – C.P.M. classes
- Jennifer Milligan** – Supplier Month
- Betty Moeller** - Supplier Month

CPSM

CPSM Computer-Based Exams Are Here

ISM now accepts online registrations for CPSM Exams! The exams can be scheduled and taken at Pearson VUE professional test centers.

Just go to www.ism.ws. Select Professional Credentials, then Certified Professional in Supply Management and [Register for CPSM Exams](#). First register your exam(s) with ISM, then you will receive an email confirmation that will include the Pearson Vue link to schedule your exam. You will be able to schedule your appointment(s) within 24 hours or less of receiving this confirmation. Exam registrations are valid for one year.

For any questions on the CPSM program, call ISM Customer Service at +1 480/752-6276 or 800/888-6276, extension 401 or email certification@ism.ws.