



*Cincinnati*

November 2007

Editor: A. Hicks

**MEETING LOCATION  
CHANGE**  
**Sharonville Holiday Inn**  
**NAPM Meeting 11/13/07**  
**Student Night**

Networking & Registration: 5:30- 6:00 PM  
Dinner: 6:00 – 7:00 p.m.  
Speaker: 7:00-8:00 p.m.  
Cost: \$ 25.00

Presented by:



**The Dinner Program**

**NETWORKING AND  
RELATIONSHIP BUILDING**

**Three Key Points to remember:**

1. You have a plan and objectives for your business; have one for your network.
2. It's about making connections, asking questions, listening to the answers and building relationships that are mutually beneficial
3. There are some helpful things to remember to feel more comfortable

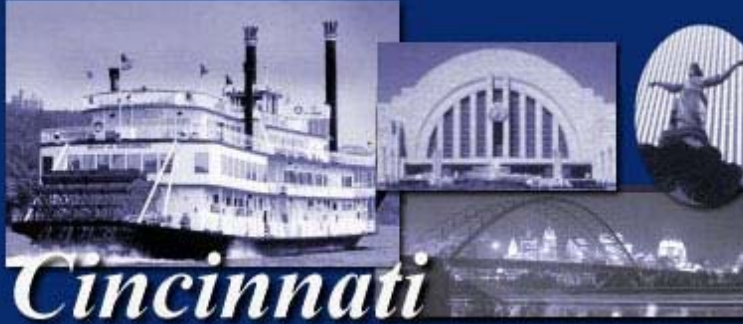


**BETH MEHLBERTH, APR**

Beth Mehlberth is a vice president of Edward Howard & Co, a Dayton public relations firm. Her areas of expertise are marketing, crisis and workplace communications, media relations and media spokesperson training. She has worked with such clients as the City of Dayton, Exxon Mobile, National City Bank, Rumpke, the West Carrolton School District and Wal-Mart. Beth received her B.A. in Communications from Miami University and a Masters in English and Organizational Communication from Wright State University.

Beth has been previously employed at such companies as The Icon Group, Freedman, Gibson & White, and The Dayton Heart Center.

Ms. Mehlbreth has been a Board Member of the National Conference for Community and Justice, and Cloths that Work. She has been judge and host of *Dayton Business Journal* 40-Under-40 Awards, active in the Westminster Presbyterian Church, and active in the Public Relations Society of America on a local, district and national level. Beth has also earned her APR, Accreditation in Public Relations.



**National  
Association of  
Purchasing  
Management  
Cincinnati**

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Please call Ken Wilson at (513) 385-4144 by November 6, or E-Mail [marketeria@aol.com](mailto:marketeria@aol.com) to make your reservations for the meeting

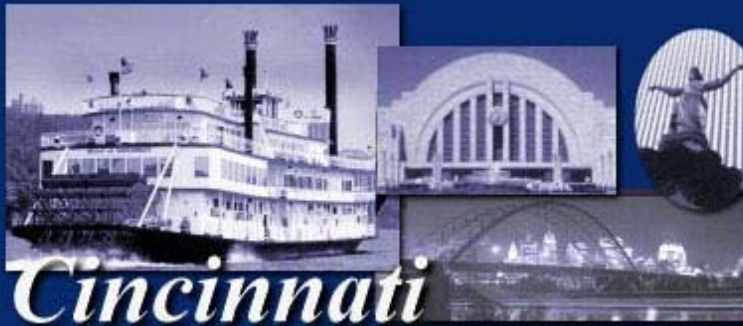
Please note: If you have a dietary restriction mention it when making your reservation. We appreciate your help in this matter.



Upcoming Satellite Seminars:

We are looking for a location that has a satellite download to be able to host about 15 people for our satellite seminars. If your company has the link capabilities please contact Don Johnson.

<b>Date</b>	<b>Seminar Topic</b>
Thursday, February 7, 2008	<a href="#">Market Intelligence for Supply Professionals</a>
Thursday, April 17, 2008	<a href="#">Supply Management's Role in Sustainability</a>



## PRESIDENT'S NOTE

### **Our partnership with the Northern Kentucky Chamber:**

May 2008 will be the Small Business Expo at Receptions in Florence. Contact Sarah Klamo at to participate either with a booth or as an attendee. This is geared to small companies, and offers exhibitors that are looking to sell to companies fewer than 100 employees.

# Free

## ISM Seminar

**Just a reminder, ISM offers free web seminars. These are good for one CEU. The latest is:**

**Practical Approaches for Quick, Sustainable Supply & Contract Management Success**

**November 15, 2007**

**3:00 pm EST, 12:00 pm Pacific**

**Check out the seminar section at**

[www.ism.ws](http://www.ism.ws)

With the change in venue for the October meeting I was reminded of the great relationship that NAPM Cincinnati has with the Vernon Manor. They are centrally located, allowing those from all corners of the city to participate with minimal travel. They do not charge us for the rooms and have a reasonable dinner cost. The Vernon Manor has worked with us for the last 10 years to accommodate our needs. Yes, there have been glitches but they have been a great partner. They have kept the meals affordable so we in turn can keep the cost down. And no, we do not make a profit on the dinner. Parking is a challenge right now but they do offer us free valet parking.

It also came to my attention that the Vernon Manor is willing to accommodate our meal requirements. Did you know that at most meetings over 10% of the meals are "special" meals? Often we know about these ahead of time but some people walk in and the Vernon Manor makes the accommodation.

Next time you might wonder why we are using the Vernon Manor; think about trying to accommodate a group of 30-50 people from across the tri-state on a monthly basis.

To see what we do, feel free to join us on at a board meeting, at the Vernon Manor, November 27, 5:30 PM.

Amy G. Hicks  
President NAPM-Cincinnati



# Cincinnati

## Upcoming Events

### **NOVEMBER:**

**November 2, 2007 – ISM Pittsburgh**  
Contributions to the Bottom Line~ Strategic Sourcing & Supply Chain Management Seminar  
Contact: Ms. Paula Massey ISM-Pittsburgh Secretary, at 724-508-0200

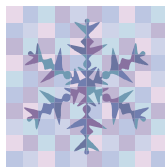
**November 3- December 8, 2007**  
**C.P.M. review seminar**  
Cincinnati State  
Contact Don Johnson [johnsondon@nku.edu](mailto:johnsondon@nku.edu)

**November 13, 2007- Dinner Mtg**  
**STUDENT NIGHT!**  
**Speaker: Beth Mehlberth**  
**Topic: Networking**  
**At the Holiday Inn Sharonville**  
**Sponsored by:**



**November 27, 2007 – NAPM-C Board Meeting**  
5:30 PM  
Vernon Manor

**DECEMBER:**  
No meeting.  
CSCM is not holding a regular meeting as previously note in the calendar. .



### **JANUARY:**

**January 8, 2008**  
Topic: State of the Economy  
Speaker: Dick Stevie, Duke Energy  
**Sponsored by Imagistics**



### **FEBRUARY:**

**February 12, 2008**  
Location: Vernon Manor, Cincinnati OH

### **MARCH**

**SUPPLY MANAGEMENT MONTH**  
**March 11, 2008**  
Location: Vernon Manor, Cincinnati OH  
**Sponsored by:**



### **APRIL:**

**April 8, 2008**  
**Joint Meeting with APICS**  
Location: Vernon Manor, Cincinnati OH

### **MAY:**

**May 13, 2008**  
Location: Vernon Manor, Cincinnati OH

### **JUNE:**

**June 9-10, 2008 ISM Seminar in Cincinnati**  
Driving Down Costs Through Cost/Price Analysis

**June 10, 2008- Dinner Meeting**  
**Past President and Volunteer Month**  
Location: Vernon Manor, Cincinnati OH

**June 16-18 ISM Seminar in Cincinnati**  
Power Negotiations: Unlock Your Powers of Influence and Persuasion