

JANUARY 2011

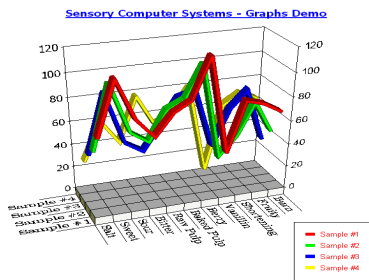
Editor: M. Lecture

HAPPY NEW YEAR TO ALL! It is hard to believe another year is here. It will probably take me another 3 months before I write "2011" on my checks and paperwork. At least it will be spring by then, Ahhh – Sunshine! Hopefully the New Year will bring success to everyone professionally and personally and the economy will continue to improve as things have indicated in the papers and government reports. I subscribe to [Men's Fitness](#) and the editor, Roy Johnson, always has a good column meant to motivate and guide the readers as they strive to improve their health. Most of his thoughts can be applied not only to someone's health but also to their lives and their profession as well. In the Dec/Jan issue he talked about goals and visions which are a good part of everyone's career plan. It is very easy to stay with the status quo; it is simple, includes little if no risk, and we can stay comfortable. In the past I too have made decisions to take the easy route but like many others I am trying to step out. If you are reading this then you are one of the few that have decided to get involved and work toward a goal and or vision. Continuing your education through attending PDM's or satellite seminars, working towards a professional certification all are ways to improve yourself and make sure your career path is in the right direction. One of my steps away from my comfort zone was when agreed to run for a NAPM-C board position. Like many challenges, the first step is the toughest. Remember that if you don't do anything, you know that nothing will change. Keep taking those steps and as Roy say's "Onward".

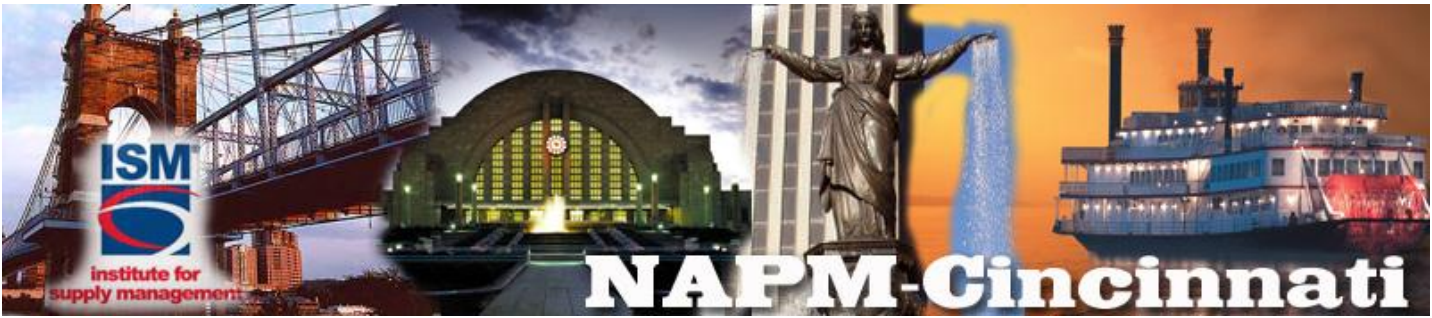
UPCOMING NAPM Meeting: 2/08/2011
Raffels Banquet Hall
Networking & Registration: 5:30-6:00 PM

Dinner: 6:00 – 7:00 p.m.
Speaker: 7:00- 8:00 p.m.
Cost: \$ 25.00

2011 ECONOMIC FORECAST -
Making Sense of it All



Dick Stevie and George Vredeveld will return this year to give their 10th Annual Economic Forecast to our organizations. These two economists will combine economic statistics, their expert knowledge, and a little bit of movie trivia to predict the leading indicators of the economy in 2011.



Dick Stevie has been General Manager, Market Analysis Department for Duke Energy Corp. since 1996. In this capacity Dick is responsible for forecasting, market research, load research, and energy efficiency program design. Dick serves as Chair of the Cincinnati USA Partnership's Economic Advisory Committee. Mr. Stevie has a BA in economics from Thomas More College, and an MA and Ph.D. in economics from the University of Cincinnati. George Vredevel, the founding director in 1977 of UC's Economics Center for Education and Research, has proven to be one of the most effective leaders in the movement to promote economic education in a meaningful way to school-age children. In 2002, the UC center was singled out from among 250 centers of its kind around the nation to receive the first-ever outstanding performance award from the National Council on Economic Education. The following year, he was voted President elect for the National Association of Economics Educators. Dr. Vredevel has a BA from Calvin College, MA from Purdue, and a Ph.D. in economics from Indiana University.



Sponsored by:

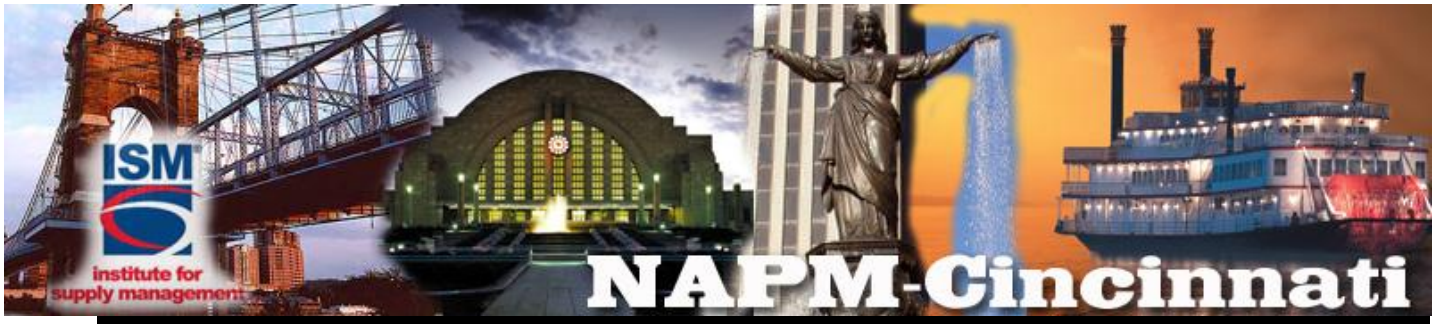
Piedmont Plastics is an American distributor and converter of basic plastic shapes and films. Founded in 1968 in Charlotte North Carolina, Piedmont Plastics has grown from one facility to over forty facilities across North America. Piedmont Plastics provides products and services to many types of industries including automotive, graphic- printing, OEM and many others.

Hosted by:



-
- **How to Register**
-

Register by clicking on the link below or by calling Ken Wilson at 513-385-4144 or email him at marketeria@aol.com <http://www.napm-c.org/>



Upcoming Dinner Meetings



March 8 – Market Place from a Molders Perspective.

April 12 – Energy Efficient Facilities

May 10 – Steel Night

June 14 – AN Deringer

Do you have a Goal to recertify in time? Still need some hours? **Get 4 CEH** by attending one of our Satellite seminars.



**Satellite
Seminars**

Feb 10, 2010

Understanding and Embedding Risk Management
Concepts into Supply Practices

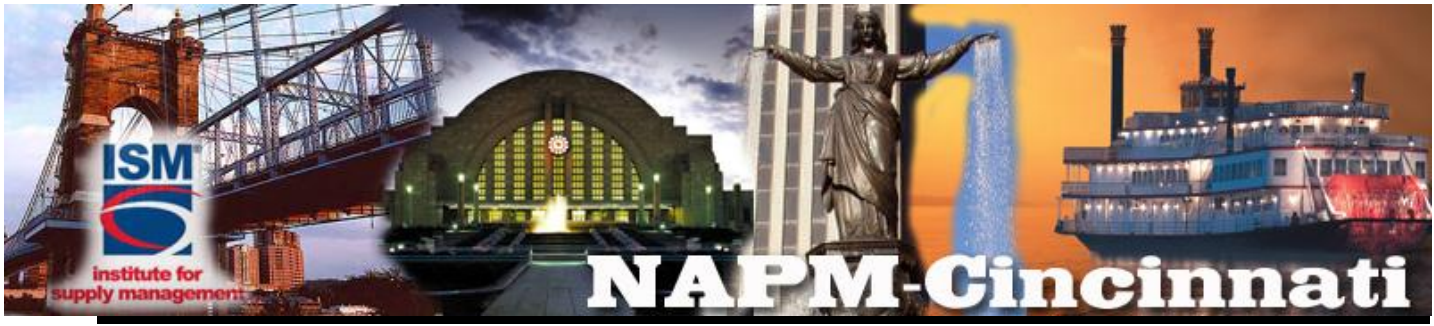
The probability of loss or failure is always a possibility. In today's global economy, political unrest, materials shortages, environmental concerns, natural disasters and other disruptions are considerable supply chain risks that need to be addressed to ensure supply success. How can you identify and mitigate risks in your supply chain? This satellite seminar offers practical strategies and tools to recognize, manage and eliminate possible risks.

“VERY INTERESTING”

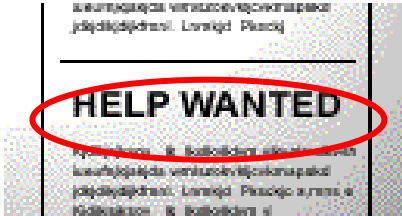
Welcome to our new Members!

November – Rhonda Johnson, Duke Energy

**January – Craig Ericson, Green Bay Packaging
Tom Salamon, Caraustar Millgroup
David Snigar, Shiloh Industries
Carl Zimmer, General Cable**



**Is Your Goal to get a job?
Check out NAPM-C's employment section.**



Did you know that NAPM-C not only lists jobs, but we have a volunteer who will send you email notices when we learn of open purchasing jobs?

Click on the link below to learn more. <http://www.napm-c.org/news3.php>

Top Interview Secret:

Know the Right Questions To Ask

Most interview preparation books are filled with sample questions that you'll have to answer during an interview. While it's certainly important to know how to answer tough interview questions, it's equally important to know how to ASK questions in an interview. There are three good reasons to be prepared to ask great questions during interviews.

- To uncover the interviewer's hiring motives.
- To demonstrate your interest and intelligence.
- To uncover any unspoken concerns or "red flags."

Let's look at each of these points:

1. To uncover the interviewer's hiring motives.

A big mistake candidates make going into a job interview is to assume that they know the hiring motives of the interviewer based solely on the job description. But the reality is that each person within an organization will have a slightly different idea of the perfect person for the job.

It's up to you to find out the hiring motives of each person you interview within any one organization. Ask a simple question and you'll know what your interviewer is looking for. Such as:

- What do you see as the most significant challenges for this position?
- What qualities do you look for to fill this position?

Then just listen closely. He/She will tell you just what you need to know in order to tailor your answers to his/her desires.

2. To demonstrate your interest and intelligence.

Nothing works better than a well thought out question to convince your interviewer of the sincerity and interest.

Additionally, a good question is the simplest, yet most effective way of impressing them with your intelligence.

The main thing is that you want your question(s) to be specific to the organization you are interviewing with. Avoid generic questions such as "Where do you see your company going in five years?" The interviewer is going to realize you just asked the last five companies that same question. A more targeted and specific question will win you points in the interview, and may tip the scale in your favor when they're discussing which candidate to hire.

3. To uncover any unspoken concerns or "red flags."

Before you walk out of your interview, find out any concerns that may eliminate you as a candidate. This is your best chance to defend your candidacy. This is also your second chance to undo an interview error, or provide vital information. Ask a question something like:

"What concerns do you have that would prevent you from calling me back for the next interview?"

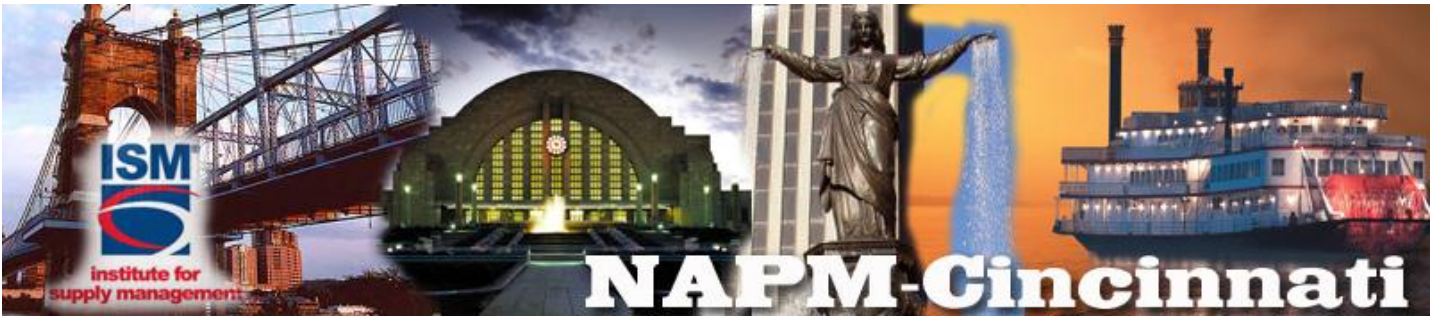
Spoken concerns can be answered with new information on how you've overcome challenges, learned new skills, or adjusted to new industries quickly. Remember, if you don't ask, they will not tell you, and you'll always wonder why they didn't call you back.

When it comes to interviews, there is no such thing as over preparation. A resume will get your foot in the door, but the interview will seal the deal. Make sure you're ready to win the job by *asking* the right interview questions.

~~~~~  
Read more career tips and see sample resumes at:

[www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)  
email: [Deb@Alphaadvantage.com](mailto:Deb@Alphaadvantage.com)

Deborah Walker, Certified Career Management Coach



---

*If you register for a meeting but find yourself unable to attend, please cancel your registration. This saves the chapter money \$\$\$.* You can cancel up to Monday at 12:00 the day before our meeting by e-mailing Ken at [marketeria@aol.com](mailto:marketeria@aol.com).

***THANKS!***

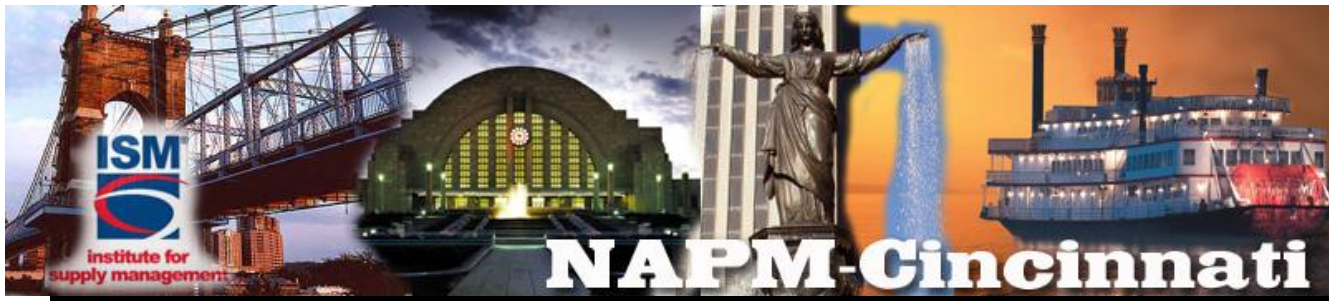
---

*We are considering a plant tour. Do you know a company that would like to showcase themselves and is "World Class"? We are looking for your feedback on the PDM evaluation form.*



---

***Did you Miss the Christmas Gala? Check out the pictures, people and prizes on the web site. Looks like a whole lot of fun.***



**WELCOME**

As the first and the most respected supply management institute in the world, the Institute for Supply Management™ (ISM) is pleased to present the 96th Annual International Supply Management Conference and Educational Exhibit. Join us this year as we travel to Orlando, for four days of supply management professional development, training and networking.

Attend the Conference and meet the best and the brightest in supply management. Workshop presenters represent successful practitioners and experts in the field. This is your chance to find out what works, who is best-in-class and how you can gain a competitive advantage.

**Look for these learning tracks:**

- Track 1 — Best Practices in Supply Management
- Track 2 — Developing & Leading Impactful Supply Chain Organizations
- Track 3 — Headwinds
- Track 4 — Logistics
- Track 5 — Manufacturing
- Track 6 — Risk Management
- Track 7 — Services Procurement
- Track 8 — Supplier Development & Relationship Management
- Track 9 — Talent Management

These tracks represent areas of high interest for supply management professionals. We recommend planning your workshop attendance around these tracks and filling in with our selection of other general supply management topics.

**And don't forget our mega-sessions:**

- Business Acumen
- Project Management
- Contracting
- Finance
- Negotiations

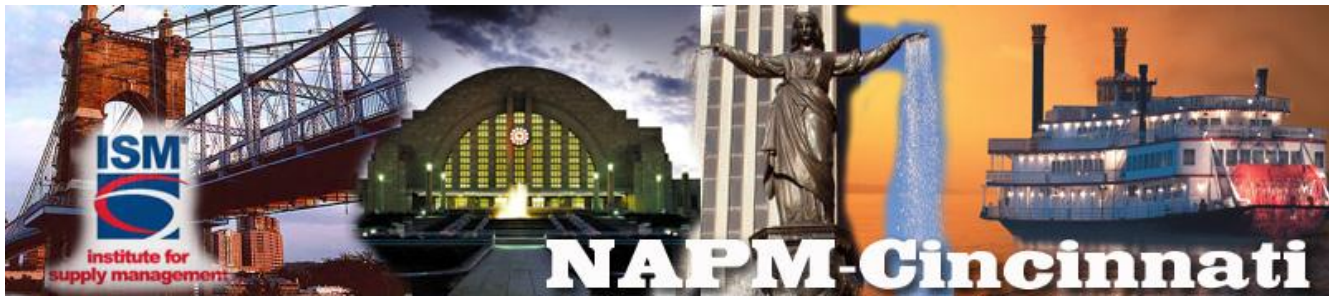
---

**March is Supply Management Month!**

Each year in March, Institute for Supply Management™ (ISM) demonstrates its commitment to lead and serve supply management by encouraging celebrations and awareness activities showcasing the importance of the profession. Supply Management Month is a time when professionals around the world — regardless of job title, organizational role or ISM

membership status — can play an important role in promoting supply management.

Supply managers' capabilities and responsibilities have seen unprecedented growth in importance in recent years. Never before have supply managers been asked to do so much and take on as much responsibility as they do now. Supply Management Month is a perfect time to celebrate ... and educate others about who we are and what we do.



For more information on **What is Supply Management:**

[www.ism.ws/AboutISM/MediaRoom/WhatIsSupplyMgmt.cfm](http://www.ism.ws/AboutISM/MediaRoom/WhatIsSupplyMgmt.cfm)

---

**supply  
march management  
month** 2011

---