

APRIL 2011

Editor: M. Lecture

UPCOMING NAPM Meeting: 5/10/2011
Raffels Banquet Hall
Networking & Registration: 5:30-6:00 PM

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



WHAT'S GOING ON WITH STEEL & ALUMINUM?

Join us for a panel discussion with the regional experts listed below.

- Influences on Steel Prices

- Production capabilities in the US

- Idled plant restarts – (Alcoa, AK Steel...)

- Global supply of raw materials – (Iron Ore, Bauxite, Alumina)

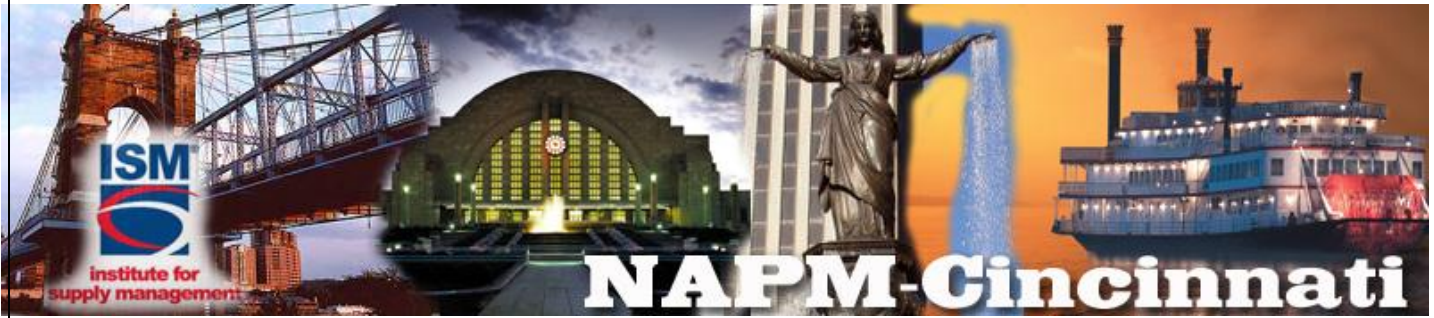
- Current domestic and global supply and demand

- Projected supply and demand

ThyssenKrupp Materials NA
 Ken-Mac Metals Division

Central Steel & Wire Company
 CHICAGO 1-800-621-8510 CINCINNATI 1-800-541-7190 DETROIT 1-800-462-1950 GREENSBORO 1-800-621-8510 MILWAUKEE 1-800-521-8031





Sponsored by:

Since 1926 The Diehl Steel Co has been a proven tool steel and alloy steel distribution center. In recent years we have added carbon steel, stainless steel and aluminum products to our inventory. With our extensive supply of quality steel products, state-of-the-art saw cutting, grinding and machining center equipment, we have the capability to process the most demanding requirements.

The Mission of the Diehl Steel Co. is to provide our customer with the highest quality specialty steels in the world, furnish those products with on-time delivery and within the tolerance and finish that our customer has requested. Finally, we will invoice our customer competitively and fairly so both the customer and Diehl Steel are strengthened by the on-going association.

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● **How to Register** ●
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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

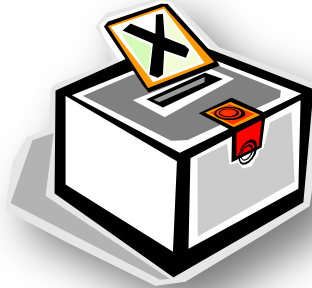
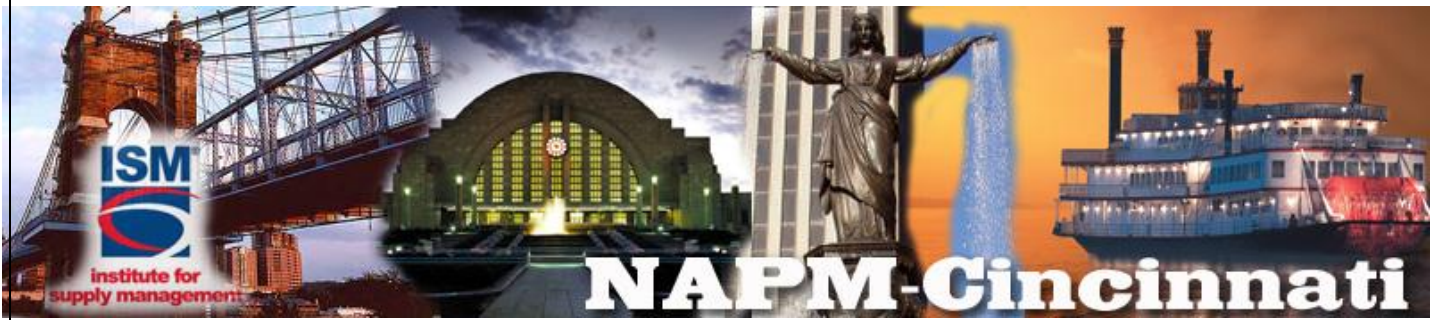


Welcome! Welcome
to our new Members!

February – Derick Brown - LeanCor
Neil Larrance – KAO Brands
Denise Litter – Cincinnati USA
Regional Chamber
Patty Rogers – Schneider
Electric

May 10 – Steel Night

June 14 – AN Deringer – Importing and
Customs Compliance



Elections for the Board of NAPM-C

Election ballots will be sent electronically within the next month. The following positions and candidates are up for election. Please take a moment and vote when you receive your ballot.

Vice President

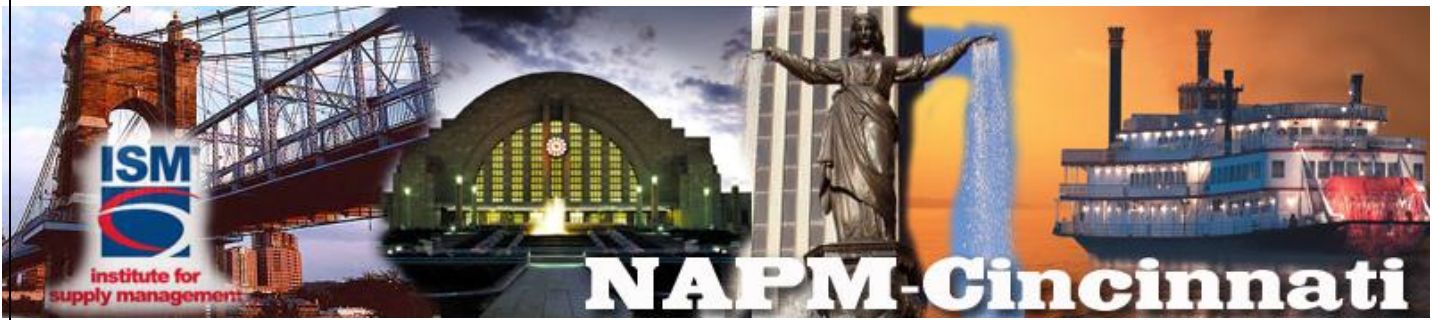
Don Johnson, CPSM, C.P.M., CPIM

Inspired by Dr. Harold Puff of Miami University, Don accepted the first purchasing job offered to him out of college. With over fourteen years of purchasing experience Don has served in many capacities on the local board and also served regionally and national committees. A strong proponent of continuing education, Don conducts CPSM Review Seminars and hosts Satellite Seminars

Treasurer

Aaron Paris, CPSM

Aaron is the global buyer for Aurora Casket Company. Aaron has responsibility for sourcing a wide range of commodities both internationally and domestically to support 5 production facilities located in the US and Canada. He received his BS in Financial Management from The Ohio State University and his MBA from the Fisher College of Business at The Ohio State University. Aaron and his wife have 1 young son and reside in Northern Kentucky. Currently Aaron serves as the Program Director for NAPM-C.



Directors [4]

Tim Dunn

Tim Dunn is currently completing a two year term as Director of Marketing for NAMP-Cincinnati. Tim acquired his CPSM certification in 2010 and will complete his MBA in August of this year. Tim has more than 15 years' experience in supply chain and currently works for Schneider Electric's Oxford plant in a Purchasing Manager role.

Wallace Kimple

Wallace began his purchasing career with Ferguson Integrated Systems in 2006, where he was a commodity buyer for nearly five years. He serviced GE Aircraft Engine locations across the United States and as well as GE Japan. Recently Wallace moved to CH2M HILL to act as an agent for GE Aviation Systems and GE Unison, as a Senior Buyer.

Prior to working in the civilian sector, Wallace spent six years in the United States Army as a Cavalry Scout. As a Non-Commissioned Officer, he participated in various missions around the world, conducting security, reconnaissance and intelligence operations.

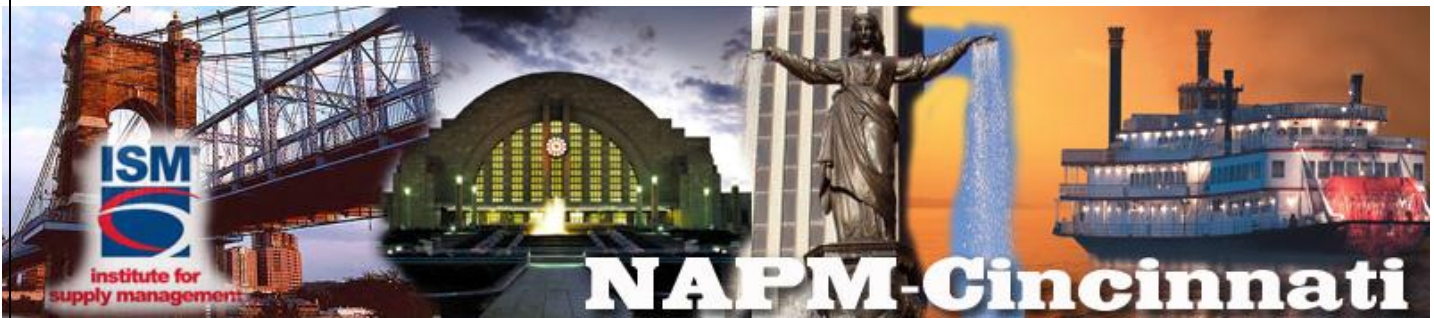
He received his Bachelor, with high honors, in Technical Management through DeVry University and is currently completing his CPSM certification.

Wallace and his wife, Nichole, have two children; daughter Kaden, 6 and son Willem, 3. He enjoys the outdoors and high adventure sports.

Randy A. Nice, A.P.P., C.P.M., CPP, CPPM, CPPC, CIPM, CISM, MDC

Randy started his purchasing career in 1995 buying products and contracting services for a small company. Since then he has purchased items for distributing, manufacturing, and shared service organizations.

He obtained a Bachelor of Liberal Arts degree, concentrating on Mathematics, from Hanover College and recently completed a three year appointment to their Alumni Board of Directors. Currently he is working on his master's degree (MS in HRD) at Xavier University.



In his spare time, Randy enjoys spending time rehabbing houses as well as studying for the upcoming CPSM Bridge Exam.

Jeff Rieck, C.P.M.

Jeff began his Purchasing career at Exel / Coughlin Logistics in 1997. He served as General Manager for 10 years servicing mostly Ford Motor Company with 7 of those years directing all Operations for two locations in two separate states. He procured transportation services and MRO materials and negotiated leases and customer contracts.

Jeff then moved into the Government Procurement arena as the Purchasing Manager for CMHA where he conducted competitive solicitations for professional services, construction, and maintenance contracts. More recently he has taken on the role of Senior Manager of Real Estate Investment & Development for the Dayton Metropolitan Housing Authority where he is responsible for the Authorities Real Estate portfolio and manages Modernization, Development, and Acquisition projects.

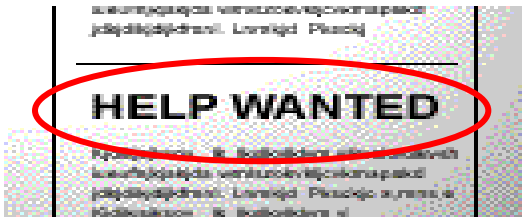
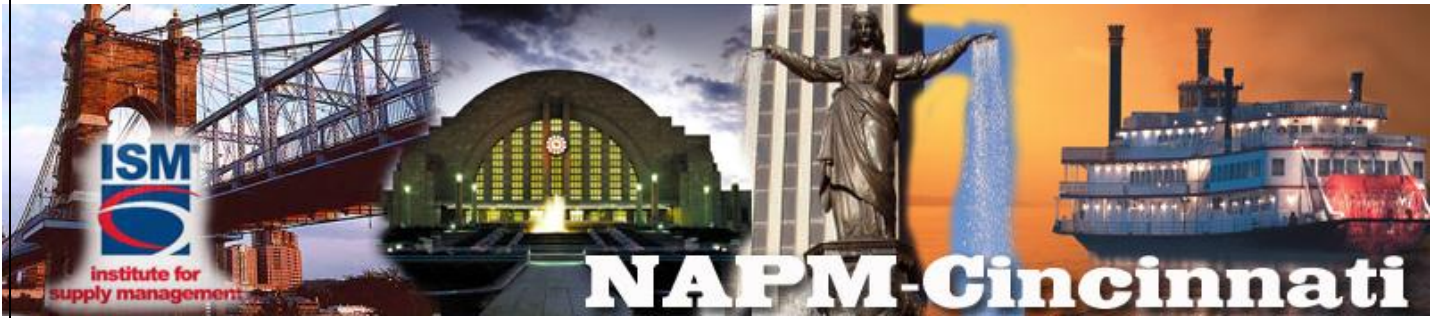
Jeff received his BS in Business Management from Southern Illinois University. He also holds a Certificate in Design Build Contracting from The George Washington University Law School Government Contracts Program and also a Certificate in Federal Contracting from The George Washington University. He presently serves on the Board of Directors for the Butler County Citizens for Historic and Preservation Services.

Jeff is a single parent of an 11 year old daughter named Hope and he is excited about the opportunity to serve the NAPM-C community.



EVENT SPONSORSHIP

Get your company's name out to the all NAPM members, **Sponsor a meeting**. Get your companies Name and Logo published on the NAPM website, exhibit material about your company at a meeting and tell the members about your business and products. Contact one of your board members.



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>

Move Up In Your Career With a Resume That Says “Can Do!”

Do your career ambitions include a promotion to greater responsibilities? Are your efforts to move into management getting you no where in the job market? You are not alone. One of the most common career challenges is moving up the corporate ladder. As a career coach, one of the most frequently asked questions I get is “how can I make my resume convince employers I can do the job when I don't have management experience?” Let me share with you three tips for transforming your resume into a tool to help you move up in your career.

1. Emphasize strategic activities.

Transitioning into management generally means going from tactical responsibilities to strategic planning. Meaning those in management plan the work of others. Employers want to know how closely you have been involved with strategic activities. Perhaps you've worked with a team that came up with strategic solutions. Maybe you've assisted your boss in devising a better way of doing something. It could be that you took initiative to develop a more efficient system of operations. Use these examples in your resume to show that you understand what it takes to be a strategic thinker.

2. Emphasize your accomplishments.

Employers are always looking for individuals with drive and initiative to promote into management roles. What better way to illustrate your potential than through your accomplishments. Think back on the challenges you've met on the job. What problems did you fix? How did you

contribute to corporate bottom-line objectives? Can you prove your worth by the time you've saved or the costs you've cut or procedures you've streamlined? How well have you contributed to the income or revenue growth of your company? These are issues on the minds of all hiring managers. Include accomplishments in your resume that illustrate your ability to solve the problems of potential employers.

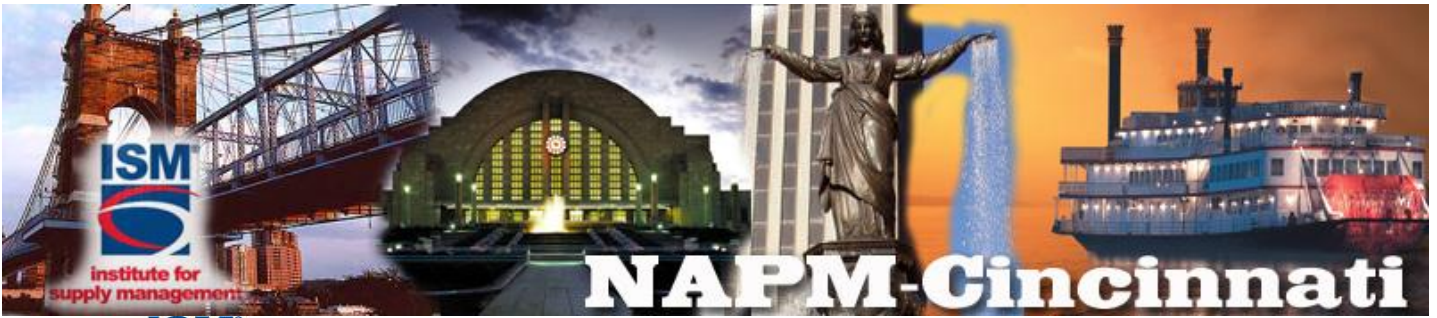
3. Emphasize your leadership skills.

The hallmark of great management is the ability to lead others. You don't have to have had the role of manager to have opportunities to lead. Challenges represent opportunity to exercise leadership. Anytime you were able to motivate others, you practiced leadership. Mentoring is another example of leadership. Training others is yet another form of leading. Taking part in a team that solved significant problems is a great way to show your leadership potential.

So, you see, there are many ways to illustrate in your resume your ability, skills and drive toward management. Remember, employers look for potential as well as actual management experience. Write your resume with these three tips in mind and you'll soon see career growth opportunities knocking at your door.

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 Deborah Walker, Certified Career Management Coach  
 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



## ***Legal and Contracting Insights for Today's Supply Professional***

**ISM Satellite Seminar: Thursday, April 28, 2011**

Contracting underlies many aspects of procuring products and services. Questions often arise concerning how to address ethical practices, global aspects, intellectual property, licenses, and social responsibility. Supply professionals are guided by laws and regulations to answer these questions. This satellite seminar will explore key considerations in the contracting process, including how to identify and understand terms and conditions that are important for you and your company in today's business environment.

### **Who should attend?**

This satellite seminar is geared for supply professionals at all levels who are interested in guidelines and legalities for contracting. Individuals with responsibilities in other areas of the organization may also be interested in this topic.

The program airs at:

**10:00 a.m. Eastern**  
**9:00 a.m. Central**  
**8:00 a.m. Mountain**  
**7:00 a.m. Pacific**

For additional program details, visit ISM's Satellite Seminar Web site at:

<http://www.ism.ws/education/SatSemDetail.cfm?ItemNumber=20101>

### **Main Presenter:**

- **Helen M. Pohlig, J.D.**, is licensed to practice law in Arizona, Minnesota and Washington, D.C.

### **Panelists:**

- **Martin J. Carrara, Esq.**, senior corporate counsel, Pfizer, Inc.
- **Ernest G. Gabbard, JD, CPSM, C.P.M., CPCM**, senior director corporate strategic sourcing, Allegheny Technologies, Inc.
- **Darin L. Matthews, CPPO, C.P.M.**, chief procurement officer for Metro, Portland, OR.

**Location:** Northern Kentucky University  
 Room 109 Student Union  
 Parking available in Kenton Drive Garage(across from student union)

**Time: 10:00 am** **Length of Program: 4 hours**

*(There will be a 30-minute break after 2 hours.)*

**Admission Fee: \$75 (Includes Lunch and Handout)**



### **To register for this Seminar, contact:**

Ken Wilson  
[Marketeria@aol.com](mailto:Marketeria@aol.com)  
 513.385.4144

Registration Deadline: Monday, April 25<sup>th</sup>  
*Attending this seminar will earn 4.0 continuing education hours.*

**Sponsored by: NAPM-Cincinnati**  
**For More Information Contact:**  
**Don Johnson, CPSM, C.P.M.**  
[johnsondon@nku.edu](mailto:johnsondon@nku.edu)  
 859.572.6449