

December 2008

NO DINNER MEETING THIS MONTH



COMMITTEE OF THE MONTH

The **Membership Committee** recruits new members, manages check-in of members and guests at the dinner meetings, and conducts orientation meetings for new members. Duties include answering questions about NAPM-Denver and ISM, verifying qualifications for membership, and submitting new members to the NAPM-Denver Board of Directors for approval.

Duties also include staffing the check-in table at dinner meetings and arranging and hosting the new member orientation classes.

If you are interested in helping with this committee, or have questions, contact Carol Coke:

Carol Coke
 NAPM-Denver
 Telephone: 303-444-7056
 Email: carol@napmdenver.org



NAPM-Denver
 Calendar
 December
 No Dinner Meeting
 January 12, 2009
 Webinar
 12 Noon to 1:00 PM
 January 15, 2009
 Dinner Meeting
 Renaissance Denver Hotel
 5:30 - Pre-Dinner Seminars
 6:45 - Dinner
 January 17
 C.P.M. Exam Review
 Module 1: *The Purchasing Process*
 8:30 a.m.
 Front Range Comm. College
 January 30
 NAPM-Denver Winter Seminar
Managing and Mitigating Business and Personal Legal Risks for Purchasing & Other Professionals
 8:00 a.m.
 Renaissance Denver Hotel
 February 19
 Dinner Meeting
 Renaissance Denver Hotel
 5:30 - Pre-Dinner Seminars
 6:45 - Dinner
 February 20
 NAPM-Denver Winter Seminar
Negotiating to Your Success
 8:00 a.m.
 Renaissance Denver Hotel

**2008-2009
NAPM-DENVER
OFFICERS**

President

Dan Marin, C.P.M.
Jeppesen Sanderson
(303) 328-4412

Past President

Sue Kellar, C.P.M.
OppenheimerFunds
(303) 768-4646

President Elect

Dorothy Cohen, C.P.M.
303 494-0458

Executive Director

Carol Coke
NAPM-Denver, Inc.
(303) 444-7056

Treasurer

Laura Sheeder
Qwest Communications
(303) 707-2920

Secretary

Kelly Mickelson, C.P.M.
Adams County School
District 50
303 428-3535

2-Year Director

Jarrold McDaniel, C.P.M.
Johns-Manville
(720) 888-1103

2-Year Director

Sandra Schmitzer, C.P.M.
(303) 447-1438

1-Year Director

Jan Rock
OppenheimerFunds
303-768-1279

1-Year Director

Laura DeLance, C.P.M.
Zolo Technologies
303-604-5808

BUSINESS CONDITIONS SURVEY

By Rogers Coke, C.P.M.

The Business Conditions Survey was not available at press time.



DID YOU KNOW?

New Webinar

NAPM-Denver and ISM-New Jersey are co-sponsoring a webinar: "Using Market Intelligence for Making Timely and Informed Sourcing Decisions" Date: January 12, 2009. See attached flyer for details.

Last Chance to Register for C.P.M.

Make your plans now to register for your C.P.M. Exams before the final registration deadline on December 31, 2008. For more information, visit the Professional Credentials section of the ISM Web site or e-mail certification@ism.ws.

Quantities Limited on C.P.M. Study Materials

Don't wait to order your C.P.M. study materials. Many items are available while supplies last and are limited in quantities. For more information, go to [How to Get Started on Your C.P.M. Designation](#) on the ISM website.

C.P.M.s Applying for the CPSM®

If you are a C.P.M. who has completed the CPSM® Bridge Exam and are now filling out your CPSM® application, you do not need to re-document your work experience. All you need to do is note "C.P.M. — Experience on File" in the experience section of the application.

LET YOUR MILLIONAIRE OUT®

COMMITTEE CHAIRS

David Koons, founder and CEO of CoreFX Training, a professional development company, presented, "Let Your Millionaire Out®", at the NAPM-Denver dinner meeting, October 16, 2008.

David's main points were:

- o You have the ability to choose what you do. You just don't have to do it. Of course, along with the ability to choose come the consequences of your particular choices. "It's my choice" should be your thought, rather than "I have to do it."
- o There are two kinds of leadership, external and internal.

External is leading people.
Internal is leading you.

To achieve success in leadership, a person must have four characteristics:

- o **Passion** for the things you want to accomplish. This is versus an obligation that you have to do something.
- o **Power** – the ability to act.
- o **Profit** – there must be a benefit for you in doing the thing you want to achieve.
- o **Vision** – A person must have the ability to see the big picture.

There are three ingredients to lasting change:

- o **Passion** - you have to want to make the change.
- o **Purge** – you have to replace the bad thoughts you say to yourself and others with good thoughts about yourself and others.
- o **Proceed** – surround yourself with an ongoing support system to continue to change

The way to deal with "naysayers" who might discourage you from changing is to tell them what you have done, not what you are going to do.

To learn more and get the free First Level of the LET YOUR MILLIONAIRE OUT® SUCCESS SYSTEM, go to <http://www.letyourmillionaireout.com/>

Arrangements

Jim Branaugh, C.P.M.
Tri-State G&T
(303) 254-3111

Educational Resources

Noel Matthews
(303) 457-9672

Membership

Ben Carr, C.P.M.

Newsletter

Deborah Egan, C.P.M.
Qwest Communications
(303) 707-5588

Pre-Dinner Seminars

Jarrod McDaniel, C.P.M.
Johns-Manville
(303) 956-2424

Presidential Advisory

Sandra Schmitzer, C.P.M.
(303) 447-1438

Professional Development

Doug Henninger, C.P.M.
Denver Water
(303) 628-6769

Programs

Dorothy Cohen, C.P.M.
(303) 494-0458

Webmaster/Business Survey

Rogers Coke, C.P.M.
(303) 444-1924

Marketing

Kha Le
(303) 881-8756





Please recycle or
pass along to a
potential new
member.

WELCOME NEW MEMBERS

- Karen Davis – United States Postal Service
- Teri Dyer – Devry
- Kyle Gustafson – Corporate Express
- Jason Lee, C.P.M. – Intrawest
- Olga Melnik
- Steven Miller – ICG Commerce
- Eric Niemann – EnviroTech Services
- Melissa Walker - United State Postal Service

CONGRATULATIONS TO.....

NAPM-Denver publishes Purchasing Buyline monthly. Copies are mailed free to all active NAPM-Denver members. All items for publication must be submitted to the editor no later than the first Thursday of each month for publication in the following month. The newsletter staff reserves the right to edit copy for length and content.

Contact the editor, Deb Egan at (303) 707-5588 or fax at 303-391-1860. For business information about NAPM-Denver, Inc. call Carol Coke, Executive Director at (303) 444-7056.

NEW C.P.M.s

- Greg Stevens, C.P.M. – LaFarge North America
- Wane Dompier, C.P.M. – Seagate Technology
- Peg Nees, C.P.M. – LaFarge North America
- Emma Sellars, C.P.M. – LaFarge North America
- Tom Spiker, C.P.M. – Auraria Higher Education Center
- Jeb Evans, C.P.M. – Jeppesen, a Boeing Company



WEBINAR

Co-Sponsored by ISM-New Jersey and NAPM-Denver, Inc

USING MARKET INTELLIGENCE FOR MAKING TIMELY AND INFORMED SOURCING DECISIONS

Date: January 12, 2009

Time: 12:00 Noon to 1:00 PM (MST)

Who should attend? This webinar is intended for supply and logistics management professionals who are currently involved in global category strategy development, who are responsible for identifying new and emerging suppliers in low cost countries, or are considering buying or building a market intelligence program. The webinar participant will come away with a better understanding as to the critical importance of Market Intelligence in the sourcing process and just how important Market Intelligence is to really understanding their suppliers and markets. This will help the participants not only in negotiating, but in controlling costs and determining project success. This program will look at where and how to obtain information and how to use it to achieve success.

Agenda:

- What is Market Intelligence?
- How to implement Market Intelligence.
- How to convert Market Intelligence Ideas into Action.
- What is the Impact of Market Intelligence?
- What are the key incentives required to build a community of market intelligence?
- What are the organizational implications of building a market intelligence group?
- Should it be internal, or outsourced?
- What does an outsourcing model look like?
- How can firms see into second and third tier suppliers for market drivers?
- What information technologies can be used to filter and gather information across global economies, languages, and industries?
- What is the future of supply market intelligence?
- What trends can we expect to see in the future?

Presenter: Judah P. Seidman, C.P.M., is currently the supply management market data lead at Credit Suisse Securities in New York. where he is responsible for all aspects of market data commercial sourcing including gathering technical and business requirements, global coordination on standards and benchmarks, contract compliance, renewals, expense reduction initiatives, master contracts negotiations and exchange compliance. He works closely with the front office, operations and legal groups to provide insight and research on market data and to aid in the operation, maintenance and development of market data systems and services. Prior to joining Credit Suisse in April 2006, he held market data analysis positions for UBS PaineWebber and Perot Systems. Judah holds an MBA in public policy from the University of Maryland and a BA in economics, cum laude, from Yeshiva University in New York. He is a member of NAPM-New York.

REGISTRATION FEE: \$ 50.00

Registration deadline January 8, 2009

Name: _____

Company: _____ e-mail: _____

Address: _____

City, State, Zip: _____

Phone: _____ fax: _____

Credit Card Name: _____ American Express _____ MasterCard _____ Visa

Credit Card Number: _____ Exp. Date: _____

Send Registration and Payment to: NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304 or Fax to: 303-444-7056. Questions: e-mail: carol@NAPMDENVER.org

2009 C.P.M. Exam Review Sessions

Module 1: The Purchasing Process **January 17, 2009**
Module 2: Supply Environment..... **March 14, 2009**
Module 3: Value Enhancement **May 9, 2009**
Module 4: Management **July 11, 2009**

If you are planning to take the C.P.M. exams and are experiencing the “**exam anxiety**” or “**test trauma**”, this seminar will help you better prepare to successfully take the exams. It is designed to augment and focus your studies with detailed discussion of what the exams are all about and how they differ from any other types of exams you may have taken. The review covers the specific topics in each module, as well as study and test taking tips. You have the opportunity to take simulated exams, diagnose your strengths & weaknesses, and discuss the rationale behind the “most right” answer with other purchasing professionals. Classes will be offered in rotation every two months.

It is strongly recommended that you purchase the C.P.M. Study Guide.

8:30 AM to 4:30 PM
Front Range Community College
112th and Federal
Westminster CO

(Map & detailed directions provided prior to class.)

Conducted for NAPM-Denver by Sandra M. Schmitzer, C.P.M., A.P.P.

Attendees can receive 7 hours education credit toward C.P.M. or A.P.P. recertification/reaccreditation for each session.

\$150 for one or \$275 for two or \$450 for all FOUR...

Registration Fees for non-members: \$200 per session

REGISTRATION FORM

Send this form with accompanying check made payable to NAPM-Denver, Inc. to:

NAPM-Denver, Inc.
Attn: Carol Coke
3525 Copper Street
Boulder CO 80304
303-444-7056

Name: _____

Company: _____ e-mail: _____

Address: _____

City, State, Zip: _____

Phone: _____ fax: _____

Sessions for which you are registering: All _____ (\$450) 1 _____ 2 _____ 3 _____ 4 _____

NAPM-DENVER – WINTER SEMINAR

MANAGING AND MITIGATING BUSINESS AND PERSONAL LEGAL RISKS FOR PURCHASING & OTHER PROFESSIONALS

Date: January 30, 2009

Place: Renaissance Hotel - 3801 Quebec St., Denver, CO 80207

Time: 8:00am to 4:00pm (MST)

Instructor: **Robert W Walter, Esq.** is currently a securities attorney with a focus on corporate finance, mergers and acquisitions, and expert testimony (25 years). He also owns his own business as a speaker on business ethics, corporate governance and raising capital for the past 10 years. He has been featured in interviews on CNNfn and Bloomberg Television concerning small business financing. Robert is an author of books and instructor to continuing education courses multiple legal topics. He resides and works in Greenwood Village, Colorado. Robert is a member of the NSA, the Author's Guild, American Society of Journalists and Authors, Mensa, the ABA, and several state and local bar associations.

SEMINAR CONTENT:

- **Risks (Business and Personal)** – Reading & Interpreting Legal Documents
- **E-Business Risks** - Where does the law stand on E-Business?
- **Various Legal Forms** – NDA, CLRF, etc.
- **Privacy** - Best ways to secure your company's privacy.
- **Protecting your company** - Clauses that are most important from a Legal prospective.
- **What your Legal Department really looks at when reviewing contracts.**
- **Promoting Your Purchasing Department Internally**
- **Accounting Frauds Associated with Purchasing**
- **Fraud** – How to protect your company from external and internal Fraud.
- **Legal Department-** Best practices for building relationships with your Legal Department.
- **Insurance** – Overview of types of policies.-When you have enough insurance-Certificates. SOS coverage – Employees working outside of the US.
- **Compliance** – Understanding Sarbanes Oxley & recent changes. OFAC checks.
- **Employment litigation** – Most common forms of litigation and how to reduce your risk.
- **Ethics** - How can you develop an ethics training program?

REGISTRATION FEE: NAPM MEMBER: \$375 NON-MEMBER \$425

Study materials and Lunch included in Fee.

7 credit/class hours will be earned towards CPSM, C.P.M or A.P.P. Re-certification.

Name: _____

Company: _____ e-mail: _____

Address: _____

City, State, Zip: _____

Phone: _____ fax: _____

Credit Card Name: _____ American Express _____ MasterCard _____ Visa

Credit Card Number: _____ Exp. Date: _____

Send Registration and Payment to: NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304 or Fax to: 303-444-7056. Questions: e-mail: carol@NAPMDENVER.org

NAPM-DENVER – FEBRUARY SEMINAR

NEGOTIATIONS

Increasing the Bottom Line while Advancing your Professional Career

Shari Harley, President of The Harley Group, International

Date: February 20, 2009

Place: Renaissance Hotel - 3801 Quebec St., Denver, CO 80207

Time: 8:00am to 4:30pm (MST)

Shari Harley's Master's Degree in Applied Communications and her many years of experience will help the Business Professional learn the latest techniques on how they can conduct a profitable negotiation's session. Behind the scenes, find out how you can use behavior traits that will promote success for your personal career and increase your company's bottom line. Learn how you are perceived by others; clients, prospects, suppliers, peers and management. Communication is an important part of the negotiations. Shari's quick wit and good sense of humor will help you remember the important content of the class.

Topics that will be covered:

- Latest negotiation techniques that will impact the bottom line.
- Creating the right setting for your negotiations.
- Controlling the negotiations.
- Strengthening your negotiation position.
- Establishing relationships that will help you deliver results.
- Breaking down silos.
- Behavior traits that promote success and strength.
- Managing and Elevating your career.
- Learn how you are perceived by others.

REGISTRATION FEE: NAPM MEMBER: \$375 NON-MEMBER \$425

Study materials and Lunch included in Fee. 7 credit/class hours will be earned towards CPSM, C.P.M or A.P.P. Re-certification.

Name: _____

Company: _____ e-mail: _____

Address: _____

City, State, Zip: _____

Phone: _____ fax: _____

Credit Card Name: _____ American Express _____ MasterCard _____ Visa

Credit Card Number: _____ Exp. Date: _____

Send Registration and Payment to: NAPM-DENVER, 3525 Copper Street, Boulder, CO 80304 or Fax to: 303-444-7056. Questions: e-mail: carol@NAPMDENVER.org