

NEWS FROM YOUR PRESIDENT

I am sure everyone thoroughly enjoyed listening to Dale Morris from Meijer Thrifty Acres headquarters in Grand Rapids. I never really thought about how much is involved in getting fresh flowers from the field to your table. We also enjoyed our “gifts” (a collection of thoughts from Fred, an ice cream coupon, and a large bouquet of fresh cut flowers). See what you missed by not coming!

Our annual Higgins Lake conference is less than a month away now and we are busy with last minute details. We had two winners of a free trip to the conference that were drawn at our September dinner meeting. Greg Anderson was the regular member winner and Dave Taylor was drawn as his backup if unable to attend. The student winner was Carmen Spike, with Kevin Andrezejewski as her backup. Congratulations again, I'm sure you will enjoy attending. Tammy Dzikowicz was the winner of a free dinner from the survey drawing.

We would like to extend a special “Thank You” to Dr. John Fitch, Director of the Purchasing & Supply Claim Management department of MSU, and Dr. Anthony Ross, also from the department. We appreciate the interest you have expressed in becoming an active part once again in NAPM-CM. This should encourage greater participation from the student members. We were glad you were able to attend our dinner meeting, hoped you enjoyed it and are looking forward to seeing you, and the students, at many more in the future. Thanks again.

The latest tally from National, ending July 2000, shows the C.P.M. total at 33,730 and A.P.P. at 4,734. Total membership up to 48,019 among 180 affiliates. So far, Idaho Southwest, is taking the lead with a 36% increase in membership for this year's campaign.

Minutes from the National Board of Directors meeting from August 2000 are available from the Members Gateway Section on the NAPM website (www.napm.org). A proposed organization name change passed and will go to vote on the March 2001 ballot. The new name, Institute for Supply Management, was chosen for 5 main reasons:

- “National” does not communicate the organization's broader opportunities and perspectives

- “Purchasing” is limiting – it needs to reflect the complexity, diversity and strategic nature of the profession
- “Institute” refers to an educational organization
- “Institute” is an internationally accepted term
- “Supply Management” recognizes the more strategic nature of our profession and business world

It was recommended that NAPM initiate the filing for trademark protection of three logos that incorporate the new name. This will be done because of long lead time necessary for approval and can be withdrawn at anytime.

Hospital purchasing will be our next dinner meeting topic. Carol Froedtert, from Foote Hospital in Jackson will be there to tell you about it and answer your questions and as always, hope to see you on the 17th.

Jackie Clair, C.P.M.
President

OCTOBER DINNER MEETING

The October Dinner meeting is on October 17 at the Jackson Brewery (I 94 Exit 145). Our speaker is Carol Froedtert, a buyer for W A Foote hospital in Jackson.

Social Hour: 5:30 p.m.
Dinner: 6:30 p.m.
Meeting: 7:15 p.m.

RESERVATIONS: Please contact Denise O'Brien (obriend@msu.edu) or Mike Butchart (mlbutchart@cmsenergy.com) to make your reservation by 5:00 p.m. on October 13, 2000.

SATELLITE SEMINAR

There will be a satellite seminar November 16, 2000 from 10:00 am - 2:30 pm. The topic is Electronic Commerce. The cost is \$25.00, which includes lunch. There will be a roundtable discussion on the topic from 9:00 am - 10:00 am, continental breakfast will be served. A flyer will be mailed out shortly. In the meantime, details can be found on the NAPM website at www.napm.org. Hope to see you there!

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2000-2001 Satellite Seminar Series

11/16/00 - Electronic Commerce, Electronic Business and Collaborative Commerce Devising an e-business plan that supports your organization's activities and strategic direction is critical. Panelists from diverse companies will discuss e-business options and innovations.

2/1/01 - Contract Administration and Management What makes a good contract and who should manage it? The answers are particularly important when contracting for outsourcing, large services, management consulting or research activities. This program will review important components of contracts, including statements of work, key terms and conditions or clauses and tools for effective administration. It will discuss how to administer performance-based contracts.

4/5/01 - Streamlining Purchasing Processes with Up-To-Date Practices and Technology Integration This program examines how to save time through electronic transactions by making use of the procurement card and Internet opportunities.

6/14/01 - Supplier Relationships: Selection and Development Support your organization's strategic goals by establishing and nurturing relationships with suppliers. This program will outline a supplier development model and will address issues such as supplier diversity, minority business development and the future of purchasing partnerships.

As they are developed, further details on each of these programs will be posted on the NAPM Website at www.napm.org