

The Negotiator

Connecticut Association of Purchasing Management, INC.

CAPM Board 2009-2010



May 2009

Executive Board:

Immediate Former President:	Deborah Wilcox-Loos, C.P.M., CEP
President:	Subroto Roy, Ph.D., CPSM
1 st Vice President:	Linda Salvano
2 nd Vice President:	Randy Walker
Treasurer:	Jeffrey Kaufman, A.P.P.
Secretary:	Charlotte Mihok
Former President/Rep to NESMG:	Alex Somers, Ph.D.
Former President/Forum Chairman/BOA:	Robert Sember

Board of Directors:

Membership/Marketing:	Stephen Grzesik, C.P.M.
Education & Training:	Christopher Mihok, CPSM, C.A.P.P.
Education & Training:	Wayne Appold, C.P.M.
Scholarships:	Connie Rainey, C.P.M.
Sponsorships:	Carol Blake, C.P.M.
Diversity:	Geoffrey Kirkham, C.P.M., CMRP
Director/Forum Committee:	Twig Holland, C.P.M.
Director:	David Emerick, C.P.M.
Director:	Jay Slater
Audit:	Don Russo

Special points of interest:

- 2009-10 Slate
- Virtual Food Drive
- New Members
- Awards Night
- Seminar
- ISM Person of the Year

Education & Training

The E&T committee is scheduling workshops and seminars for the 2009-2010 year. The presentation topics they are filling came from the membership through the inputs from emails and our evaluation forms from workshops, seminars and the Forum.

If you have any additional topics you would like considered for our events, please e-mail the CAPM office at capmnc@sbcglobal.net.

Thank you.

CONGRATULATIONS

Steve Grzesik, C.P.M.

Winner of the ISM Marketing/Communicating Person of the Year!

Five of our Board members were nominated for the ISM Person of the Year in various categories and we are ecstatic to announce that Steve has won for his outstanding work as our Membership and Marketing Chairman. Steve is constantly thinking of ideas to promote CAPM/ISM to the community. He sent out over 1300 e-mails to potential members inviting them to join. The virtual food drive is just another example of his creative initiatives. Great job Steve! We are proud of you.

Our other nominees were: Bob Sember for Leadership Person of the Year; Linda Salvano for Volunteer Person of the Year; Wayne Appold, C.P.M. for Education Person of the Year and Subroto Roy, Ph.D., CPSM as the Innovative Person of the Year. Thank you.

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Robert Half®

CAPM Inc. Board

Rep. to the NSMG

Alexis N. Sommers, Ph.D.
203-932-7251

Immediate Former President

Robert R. Sember
917-312-5226

President

Deborah A. Wilcox-Loos, C.P.M., CEP
860-285-7343

1st Vice President/Program Chair

Subroto Roy, Ph.D, CPSM
203-768-5690

2nd Vice President

Linda Salvano
203-334-1212

Treasurer

Jeffrey A. Kaufman, A.P.P.
860-285-7340

CAPM Manager; Newsletter Editor

Charlotte Mihok
203-488-2456, FAX 203-488-1891

Director Co-Chair Education & Training

Chris Mihok, CPSM, C.A.P.P.
203-432-9980

Director - Membership/Marketing

Stephen Grzesik, C.P.M.
860-565-8394

Director - Scholarships

Constance A. Rainey, C.P.M.
860-828-2528

Director—Sponsorships

Bruce H. Buff
860-757-9604

Director—Diversity

Geoffrey L. Kirkham, C.P.M., CMRP
860-228-1380

Director Co-Chair Education & Training

Wayne C. Appold, C.P.M.
860-285-7323

Director - CAPM Forum

Randy Walker
203-994-2593

Director-CAPM Forum

Twig Holland, C.P.M.
203-256-3060

Director - University Liaison

Bruce Caldwell, CPSM, C.P.M.
203-907-7589

Audit

Don Russo
860-667-9542

Discussions with Debby

Spring is here and with it the promise of hope and growth within the CAPM organization and membership. As I near the end of my term as President of CAPM, I am extremely hopeful for the future of the organization. The organization has continued to bring in new members despite the economy. We have been recognized by ISM and by our membership for excellence in leadership and programming. This is evident by the outstanding success of our 2nd Annual Purchasing Forum on April 2, 2009 which was well attended by members, non-members and supplier exhibitors. We increased last year's attendance numbers by 15%!

The Forum included a full day of informative and interactive presentations focusing on best in class procurement practices from Walt Disney to United Illuminating. Supplier exhibitors represented products from electricity to personnel services. For some, this was the second Forum attended; all were pleased with the format and timing of the exhibitor events. The success of this event was the result of the teamwork and dedication of the committee including Bob Sember. Twig Holland, Chris Mihok and most importantly Charlotte Mihok who is the glue that holds it all together. Thank-you all for your effort, commitment and for a job well done!!!

We continued to earn the respect and recognition of ISM throughout the past year through the actions of our volunteers. Five of our Board members were nominated for the ISM Person-of-the Year in various categories. I am happy to announce our very own Steve Grezik won! Steve was recognized for his outstanding leadership on the Membership and Marketing committee for his innovative and sometimes "out of the box" ways of increasing membership. Steve was recognized at the ISM annual conference in Charlotte NC and will be recognized by CAPM at the annual awards dinner. Please join me in congratulating Steve on this outstanding achievement.

In summary, this year has been a period of continued growth and outstanding achievement for CAPM resulting from the teamwork and commitment of our Board, our committee members, volunteers and our membership. The annual awards dinner is scheduled for Tuesday May 26, 2009 at the Gelston House in East Haddam CT. At this meeting we will install the new CAPM Officers, Board of Directors and recognize the outstanding achievements of our volunteers. This is an excellent opportunity for networking and as well as a nice evening out so I hope that all will attend. Please see the article in the newsletter for more information. I hope to see you there!

All the Best,

Debby

Deborah Wilcox-Loos
CAPM President



Installation and Awards Dinner
Tuesday, May 26, 2009
5:30 PM
At the Gelston House Restaurant

Please join us in honoring our Volunteers; welcoming our new Board and awarding our Scholarship winners. Our Awards night will be held once again at the Gelston House Restaurant in East Haddam on the beautiful Connecticut River. Please e-mail or call the CAPM Office at capminc@sbcglobal.net; 203-488-2456 for reservations and dinner choice.

Cost: CAPM Members: Free;
 Non-members: \$40.

Reservations due by May 19, 2009

The Gelston House
 8 Main Street
 East Haddam, CT 06423
 Tel: 860.873.1411

(Right next door to the Goodspeed Opera House)
 For directions, please go to: www.gelstonhouse.com



DINNER CHOICES:

- Lemon Chicken
- Pan Seared Tilapia
- Vegetable Pasta Dish

Please Welcome our New Members

Ronald Grossman
 Argee Logistics, LLC

Timothy MacDuff
 Services Buyer

Scott Tassinari
 Atlantic Inertial Systems

CAPM Virtual Food Drive a Success!

In honor of Supply Management Month, March, the Membership & Marketing Committee sponsored a food drive. CAPM members donated non-perishable food items during our February and March workshops and at the annual Forum on behalf of the CT Food Bank. We donated over 96 pounds of food! Congratulations!

CAPM members throughout the state who were not able to attend the monthly workshops contributed through our "CAPM Virtual Food Drive." Through this internet based solution, CAPM Members donated over \$250 to the CT Food Bank which allowed them to purchase the exact items needed. We were pleased to be able to arrange a way where all members could partake in this worthy cause and make a difference in these tough economic times. Thank you for your participation.

Steve Grzesik, C.P.M; Membership/Marketing Chairman
 And
 The Membership/Marketing Committee

Check out our
 website at
www.capminc.org
 for job postings
 and descriptions!



Seminar

Our final seminar for this year is "Supplier Risk Assessment and Evaluation: Process and Tools for Successful Supplier Relationships" being held on May 14, 2009 at iL Monticello, Meriden, CT. This seminar is an interactive experience employing concepts from multiple process improvement disciplines. The result will be your understanding and ability to apply selected tools to utilize in the development of an assessment process for key suppliers. You will participate in "Plan, Do, Check, and Act (PDCA)" exercises and reviews as well as learn the DMAIC approach (value driven). Registration for was due on May 1, 2009 however there are a few seats left.

For more information and the registration form, please go to the following link:
<http://capminc.org/downloads/Supplier%20Risk%205-14-09.pdf>



28 Sunset Hill Drive
Branford, CT 06405
Phone: 203-488-2456
Fax: 203-488-1891
E-mail:
capminc@sbcglobal.net



Connecticut Association of Purchasing Management, INC.

The Connecticut Association of Purchasing Management, Inc. (known as CAPM) was founded March 21, 1918, at a period when Purchasing was just beginning to be recognized as an important specialized function in industry. CAPM promised to promote more efficient purchasing methods, to meet the learning needs of the profession, and to promote friendly relations and interchange of ideas among Purchasing people. It has been affiliated with the Institute for Supply Management™ (ISM) since its inception. CAPM is one of 169 associations affiliated with ISM.

MISSION STATEMENT

CAPM's mission is to be a provider of professional development and training through seminars and workshops, as well as support and networking opportunities for its membership. The Association will also promote the Purchasing and Supply Management profession in Connecticut wherever feasible and whenever requested.

VISION STATEMENT

CAPM plans to remain Connecticut's dominant, preeminent professional association for those whose work involves purchasing, procurement, and supply chain management. The organization will be recognized for excellence in education, technical support, networking, and social activities relevant to ISM's goals and objectives for its affiliates. Other professional societies and organizations, and academic institutions, will look to CAPM for leadership, support, and advice on purchasing and supply chain management issues.

TO: