



C.P.M. Trivia Night

**December 11th is our annual Trivia Night – A Night of Fun and Prizes !!
You won't want to miss this event !**

As a special remembrance to Mark Mattico, last year's Trivia Night Chairperson, we are dedicating this year's festivities in honor of all the hard work and dedication he had for this event.

For those members who have not attended before, here is how we play:

After our brief meeting and dinner, we begin by asking multiple choice questions from the CPSM exam. Everyone must hold up their answers with their A,B,C, or D card and we pay various amounts of NAPM Play Money, depending on the difficulty of the question, for correct answers. (Hint: if you are not sure of an answer, you can look around the room for help) Once we have completed the questions, we start the auction. Prizes are awarded to the highest bidder. We have a great assortment of prizes including clambake tickets.

In the spirit of the holidays we are again planning on making donations to the Food Bank of CNY. During our networking cocktail hour from 5:00- 6:00 PM, we will be collecting non-perishable food donations for the Food Bank of CNY. Last year our membership generously donated 118# of food and we would like to match or exceed that goal this year. As added incentive this year, we will pay \$50 "NAPM Play money" for each item donated up to 20 items which could give you up to \$1000 NAPM Play Money towards the auction. In addition to our food donations, NAPM of Greater Syracuse will be donating \$500 to the Food Bank of CNY.

Andrew Kantz, Purchasing Manager, from the Food Bank will be joining us at our meeting to receive our donations. We have also asked him to bring some of their fund raiser "Deck of Cards" described below and they will be available for purchase at Trivia Night for anyone who is interested.

Each Deck of Cards contains 50 cards with each card offering you a \$10 discount off a \$30 food purchase at locally owned restaurants. There is one restaurant featured per card and each card is redeemable only once. Decks are \$20 each and for each deck sold, the Food Bank will receive 5% of the sales price. Each card will be valid until December 2014.

New this year is a Syracuse Drink Deck. There are 25 cards in this deck which offer a buy one drink, get a second drink free. The maximum value of each card is \$10 and there will be one card for each of the 25 establishments. Drink Decks are on sale for \$10 each.

Or, you can purchase both decks for \$25! Visit the Foodbank website at www.foodbankcny.org to view the list of participating restaurants and establishments.

5:00-6:00 Social Hour
6:00-6:30 Meeting
Trivia Games

RSVP By: Dec 4th

**Drumlins is located at:
800 Nottingham Road
Syracuse, NY 13224**

NAPM Greater Syracuse , Inc

Letter From the President - December 2013

NAPM Greater Syracuse Inc.
December 2013

Dear fellow members,

Bill Keane, American cartoonist was quoted saying “Yesterday’s the past, tomorrow’s the future, but today is a gift. That’s why it’s called the present.” On behalf of NAPM Greater Syracuse, may you and your family enjoy and celebrate this holiday season as if it were the best gift of your lifetime. Take time out to enjoy your loved ones company because every moment is priceless, once they’ve passed there’s no amount of money you can pay to get them back.

Although I could not attend Novembers work shop and dinner meeting due to work commitments I received positive feedback on the presentation, “The Process of Getting Published” by Dan Moynihan. I understand that the presentation was enjoyable and informative.

With December arrives our annual highly anticipated event, Trivia Night. This years Trivia Night is dedicated to the late Mark Matticio who departed this past April. Mark was a long time member and the past committee chair for this event. Mark performed his duties as chair person with enthusiasm and dedication all while fighting a terrible illness. Like Mark this year’s committee chair Susan Dittly has been hard at work preparing for this special event. If you’ve never participated in Trivia Night and are available to attend on December 11, please do so. I can assure you of a memorable, enjoyable and potentially bountiful night worthy of your attendance.

We’re constantly striving to improve communication to our membership. Contact anyone on the BOD or our ACLS office if you have a question or would like to add an article to the newsletter. If you decide to add an article you could win ONE MILLION DOLLARS. We look forward to seeing you all at Trivia Night on December 11. If we don’t see you there hopefully we’ll see you at the February, 2014 workshop and dinner meeting. The aforementioned “you could win ONE MILLION DOLLARS”, was only a test to see who read the presidents letter. You will not win one million dollars however, if you come to me at Trivia Night and mention the “ONE MILLION DOLLARS” from the newsletter I will give you an additional \$50.00 of play money to bid with. Lastly, I hope you had a Happy Thanksgiving and wish you a very Happy Holiday Season!

Regards,
James R. Graham
President
NAPM, Greater Syracuse, Inc.



Risky Business

Kenneth G. Klobus C.P.M.



For those of you old enough to have seen a few business cycles I'm sure you've also lived through a fair share of business concepts and practices with catchy buzzwords "du jour". Many of them seem more like someone trying to build a better mousetrap by repackaging and rebranding previous concepts. All of them are well intentioned ways of refining and sharing a proven best practice. The turn of the millennium (AKA Y2K) over a decade ago brought risk to the front of the line with fears of a technology induced shutdown of everyday necessities because no one understood what the impact of a two digit year suddenly going from 99 to 00 might have on items containing controls dependent upon software and particularly embedded firmware programs. Risk is and always has been a fact of life, whether it was primitive humans dealing with daily survival in nature or crossing the street, but the Y2K scare catapulted risk to the top of the corporate boardroom hit list and it has remained there ever since. Not because risk is a newly discovered phenomena to business but because realizing a risk can have a major impact on profits. To protect profit projections, corporation now religiously perform an upfront risk analysis to identify, categorize, review and calculate the probability and costs of mitigation vs. watch vs. realization. These numbers are then factored into the products cost models when rolling up pricing. To counter the often unexpected sticker shock associated with the cost of all the risks, companies also perform a similar exercise for opportunities - although the people involved often tend to be much more conservative in identifying offsetting opportunities than they are about identifying risks. The end result is that companies incorporating these practices are much better are hitting their wall street projections as they often have ample buffer to weather any storm, but it isn't because they are better at managing risk, it's because they are better at passing along the costs. . For many people, managing day to day risks is part of job and occurs in the background and has been a hidden cost, any given product's baseline costs are generally based on similar or previous experiences, and those previous experiences generally include those hidden realized risk costs. Performing a risk analysis on new products and factoring in costs resulting from risk analysis can be viewed as somewhat redundant; hence the improved profitability is understandable some portion of the costs factored in for risk are already part of the basis of cost used for the base price calculation. While this practice may improve financial returns and financial health is critical for a company to grow, the real challenge for companies to expand and grow is to be competitive in the marketplace. This means the focus should shift to identifying truly new and unique risks and aggressively identifying opportunities to mitigate or eliminate the risks because, in the long run, driving up costs and prices to account for risk is risky business.



CORNER CERTIFICATION

STUDY MATERIALS

E-books are here!

Now Available as E-Books



eQUIZ: If you'd like to join our e-mail list for weekly sample Exam questions as an aid to test your pre-Exam knowledge, just send us your e-mail address. For more information on Study Materials or other Exam information, contact Mary Rhoades @ (mary.rhoades@onenterprises.com) or call 315/361-8510

TUITION REIMBURSEMENT

Don't forget to reach out to your employer for their Tuition Reimbursement form to submit your Workshop and/or Testing Fees. Many organizations will reimburse you for these expenses in your professional development.

Reminder: Check your CPM Certification expiration. Do you need any CEH's to keep your certification active? Attend some of our Plant Tours, Workshops or Dinner Meetings and get those needed CEH's! (Check out our schedule at www.napmsyr.org)

Some DATES TO REMEMBER:

Dec. 31, 2014 Last Day to....

- *Apply for Lifetime CPM Designation
- *Register for CPSM Bridge Exam

Dec. 31, 2015 Last Day to....

- *Take the CPSM Bridge Exam

The Power of a Great Book

Lisa Arnseth is a senior writer for *Inside Supply Management*®, March 2013, *Inside Supply Management*® Vol. 24, No. 2

Procurement and supply chain management leaders read a multitude of business books, but some stand out as especially inspirational. Here are some of the books that have made a lasting impact on executives.

Whether you're a student still in college, or consider yourself a student of life, one thing is true: Successful people never stop learning. No matter how much experience we gain through our professional careers, it seems there are always new challenges, perspectives and ideas to consider. Daniel J. Boorstin, author and 12th librarian of the United States Congress, once said, "Education is learning what you didn't even know you didn't know." And what better way to gain that kind of education than from a book written by an experienced, successful individual?

A group of procurement and supply chain management executives were asked to share their favorite business book, and how it has impacted their leadership style and career. Perhaps you'll discover a new book to take on your next business trip or share with your team.

Steve Smiley - Owner, The Big Green Express, Inc., North Vernon, Indiana

Most influential business book you've read? *The Go-Giver: A Little Story About a Powerful Business Idea*, by Bob Burg and John David Mann.

How did it inspire you from a leadership perspective? "The five key ideals outlined in this book inspired me to do a better job of sharing my experiences with younger executives."

How have you incorporated it into your management style? "I now try to look for opportunities to collaborate and share with other people."

I recommend this book to others because ... "So many people have great experiences and knowledge, but do not know how to share with others. This book lays out an action plan for sharing, and shows the value for the person who shares his or her knowledge."

What are you currently reading? *The E-Myth Revisited: Why Most Small Businesses Don't Work and What to Do About It*, by Michael E. Gerber. "This book helps guide growing businesses through key growth phases."

Peter Lijewski - Vice President, Global Procurement, Constellation Brands, Canandaigua, New York

Most influential business book you've read? *What Got You Here Won't Get You There: How Successful People Become Even More Successful*, by Marshall Goldsmith and Mark Reiter.

How did it inspire you from a leadership perspective? "This book teaches us to look at the weaknesses in our leadership style, rather than the strengths. It's about how we do things, not about what we do. It's very enlightening, and can have as much impact in our personal lives as our business lives."

How have you incorporated it into your management style? "It helps remind me of things I do that drive others crazy! This is especially true with comments intended to help rather than strip away a feeling of empowerment. It's taught me to listen more than I talk."

I recommend this book to others because ... "It allows self-reflection in both critical and positive ways. We learn the actions we need to take are not that difficult. We just need to recognize how others, especially subordinates and family, see us, and how we can shortchange them and not even notice we're doing it, and how we can kill motivation when we think we're being helpful."

What are you currently reading? *Turn the Ship Around!: How to Create Leadership at Every Level*, by David Marquet. "It's about using an empowerment approach on a U.S. nuclear submarine. This is highly contrary to the traditional 'leader-follower' model used in our military, making it a very interesting read."

Ramona R. Veltri - Supply Chain Management Director, Pathology Associates Medical Laboratories, LLC, Spokane, Washington

Most influential business book you've read: *Cirque du Soleil: The Spark: Igniting the Creative Fire That Lives Within Us All*, by John U. Bacon and Lyn Heywood.

How did it inspire you from a leadership perspective? "It taught me to look for the possibilities and see beyond obstacles."

How have you incorporated it into your management style? "The book is part of my leadership training for all new management positions."

I recommend this book to others because ... "It is a unique way of thinking, promotes creative success and the power of imagination in our own way — all of which I feel creates stronger leaders."

What are you currently reading? *The Heart of Leadership: Inspiration and Practical Guidance for Transforming Your Health Care Organization*, by M. Barbara Balik and Jack A. Gilbert.

C.J. Nord, C.P.M. - Trustee, Immediate Past President, ISM—Los Angeles, Inc.

Most influential business book you've read? Yes, *You Can Change the World*, by Aman Motwane.

How did it inspire you from a leadership perspective? "This is best explained through a quote from the book: 'In every encounter with another human being, treat every moment together as though no one else in your whole world is more important.'"

How have you incorporated it into your management style? "I focus on making others feel wonderful about themselves. By doing this, I find consensus is easily reached, and projects are supported by the team throughout the heavy lifting. And in the end, everyone genuinely knows — not feels, knows — that they share the success."

I recommend this book to others because ... "If you want to know what makes an organization a success, the answer is the people. This book teaches how to nourish human nature and, through that, achieve the highest level of success for the team. By doing that, the organization will be successful."

What are you currently reading? "I'm reading two books. First, *Never Apply For a Job Again!: Break the Rules, Cut the Line, Beat the Rest*, by Darrell W. Gurney and Ivan Misner. You don't need to be searching for a job to use all of these principles for success in everything you do. The second book is *Inbox Detox and the Habit of E-Mail Excellence*, by Marsha Egan. This should be required reading in any business discipline! If you only use one piece of advice from this book, let it be turning off your email alert. Every time that little box pops up to notify us we have an email, we lose four minutes of productivity. Now multiply that times the number of emails you receive in a day. It really adds up."

To bring the quote, "Education is learning what you didn't even know you didn't know", closer to home – please take advantage of your affiliates educational opportunities on a monthly basis. Our Pro-D Chairmen, Dan Hanover and Doug Freeman do an excellent job of bringing high-level speakers, with relevant content, to our monthly General Membership meetings (held second Wednesday of each month from September through May). Refer to our link <http://napmsyr.org/meetings.htm> for more details.

Submitted by: Nancy Harrison, Executive Secretary, NAPM of Greater Syracuse

All Chamber Events ▶

Visitors Events ▶

Tech Events ▶

November 18, 2013

[Business After Hours at Maplewood Inn & Suites](#) Thursday, December 5 • 5:30 p.m. to 7:00 p.m. Maplewood Inn & Suites 400 7th North Street, Liverpool • [Map](#) Just us for a Holiday After-Hours Celebration! Join the Maplewood Inn & Suites, and the High Peaks Hospitality team for h'ordeurves and beverages from Carnegie Café. Make it a December to remember. The cost is \$10 for members and \$20 for non-members. For more information [click here](#) or contact Lisa Metot at 315-470-1870 or lmotot@centerstateceo.com.

[Expanding your Business Through Exports](#) Thursday, December 5 • 3:00 p.m. to 4:30 p.m. The Tech Garden 235 Harrison Street, Syracuse • [Map](#) Learn about how [CNYIBA](#) can help your company expand its business through exporting. Learn how to create an export business plan as well as how to take advantage of NAFTA & other Free Trade Agreements. Speakers include Steven King, Director, CNYIBA and Robert Stein, Vice President, Mohawk Global Trade Advisors. Networking reception to follow for all attendees. [Click here](#) for additional information.



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