



SUMMARY

What: Professional Development Meeting & Past Presidents' Dinner

Where: Mancy's Italian Grill
5453 Monroe Street
Toledo, Ohio 43623

Speaker: Mr. Ed Pretzel

Topic: Transitioning to Proactive "Should Be" Costing and Pricing

When: Thursday, April 18, 2013

Time: 5:30 pm – Registration/Networking
6:00 pm – Dinner
After Dinner Program

Cost: \$27.00

Earn 1 hour of Continuing Education Credit.

50/50 Raffle – Please support the Scholarship Fund.

Bring your business card for the drawing of a free dinner ticket that can be used at a future Professional Development meeting.

Thursday, April 18, 2013

NAPM Professional Development Meeting

Please join us for our annual "Past President's Dinner" and Professional Development Meeting on Thursday, April 18, 2013. We will recognize and honor our past presidents and elect our new Board of Directors for 2013-2014.

Our guest speaker for the evening is Mr. Ed Pretzel. Mr. Pretzel's presentation will focus on how to improve the financial performance of purchasing organizations by transitioning from traditional reactive price benchmarking to proactive knowledge based "should be" costing, while improving relationships with strategic suppliers.

Mr. Pretzel is a graduate of the University of Michigan, College of Engineering. He is a leading costing expert within the automotive sector and held multiple roles at General Motors including Lean Manufacturing, Purchasing Cost Engineering, and Purchasing Supplier Development. Mr. Pretzel launched & managed Global "Should Be" Costing programs for the Lear Corporation (world's largest automotive seat manufacturer), TRW (world's largest automotive safety systems manufacturer), and Dana (world's largest supplier of axles and drive shafts). He recently became a partner in the consulting firm, Advanced Purchasing Dynamics

Your dinner will be a choice of: Homemade Lasagna, or Chicken Marsala, or Pork Chops. All meals include a house salad, oven roasted redskins, mixed vegetable, and dessert. A cash bar will be available.

RSVP: Please contact Emily Feldpausch with your reservation by noon, Wednesday, April 10, 2013 at: erfeldpausch@marathonpetroleum.com.

A MESSAGE FROM THE PRESIDENT

It was a tasty education on improvements through Lean at the Professional Development meeting last month (we ate our production product). Our factories were making ice cream sundaes – one the traditional job shop layout and the second a flow line to demonstrate the improved lean environment. The lean environment reduced the job space by 60%, the 1st product out the door by 80%, the last delivery by 70%, and a reduction in the number of employees by 50%. The job shop had one internal error, the lean none. The job shop had zero external errors, and the lean had a spirited debatable one external error (did the customer receive enough caramel topping or not?).

Is spring ever going to come this year? You may be able to get on the golf course to tune up your game for the summer unless you are a hard core golfer and you have access to a golf course that is open year round. NAPM-Toledo is once again sponsoring the annual Buyers/Sellers Golf Outing on Monday, June 10th at Stone Ridge Golf Club in Bowling Green, Ohio. This is a fun scramble to participate in and is our major fundraiser. The proceeds go to the scholarships that NAPM-Toledo provides to students at BGSU in the Supply Chain Management program. It's time to start forming your team. A registration form was mailed to you via snail mail and email. Send in yours soon. Thank you.

At the April 18th meeting we will conduct a brief Annual Meeting to elect our next Board of Directors. If you are looking for ways to obtain points toward your C.P.M. or CPSM recertification, or are looking for ways to gain leadership experience, then be a volunteer and serve on your NAPM Board. You can earn 7 points for each term you serve. We are always looking to our NAPM-Toledo members to take an active role in the providing new and fresh ideas to continue to move our affiliate forward. You still have time to contact me or one of the Board members, to get your name on the ballot.

See you on April 18th.

Regards,
Steve Maki
President

NEW MEMBERS

Please join the NAPM-Toledo Board of Directors in welcoming the following new members:

No new members approved by the board in March 2013.

CONGRATULATIONS

Please join the NAPM-Toledo Board of Directors in congratulating the following new members in their certification achievement:

No certification notifications received by the board in March 2013

BOARD MEMBERS WANTED

Are you interested in serving you local chapter of the ISM? Do you want to earn Continuing Education Hours? You can earn up to seven (7) Continuing Education Hours by serving as a board member. Please contact any board member if you are interested. Elections will be held at our April Professional Development Meeting.

ANNUAL MEETING – APRIL 18, 2013

NAPM-Toledo will hold its Annual Meeting during the Pro-D meeting on Thursday, April 18, 2013, at Mancy's Italian Grill. As of this printing, the following members have volunteered to run for the Board of Directors:

President – Steve Maki

1st Vice President – Jan Hartley

2nd Vice President – Amelia Carr

Treasurer – Daryl Rotman

Secretary – Emily Feldpausch

Trustee – Kirk Peterson

Trustee – Kylie Reiser

OUTING AT THE TOLEDO MUD HENS "SAVE THE DATE"

Our May meeting will be an outing at the Toledo Mud Hens Ballpark on May 16, 2013. Tickets and food will be included and you are welcome to bring a guest. Please mark your calendar with this important date and join us for this networking and fun

ANNUAL GOLF OUTING FUNDRAISER "SAVE THE DATE"

Please start to make plans early for our major fundraiser. The annual NAPM-Toledo Buyers/Sellers Golf Outing fundraiser is scheduled for Monday, June 10, 2013, at the Stone Ridge Golf Club in Bowling Green, Ohio. Please mark your calendar with this important date. All proceeds from this event help support the Scholarship Fund for students in the Supply Chain Management program at Bowling Green State University. Begin talking to your favorite suppliers for an afternoon of networking and fun.

BGSU SCMA

BGSU Supply Chain Management Association Spring Plans

Our spring semester is well under way at BGSU. On Jan. 25th, we held an "Ask the Recruiters" event with the Career Center, Management and Leadership Society, and the International Business Association. Over 200 people attended the Supply Chain Management Institute/NAPM Toledo joint dinner meeting on Feb. 5th. Speakers were from Parker Hannifin, Diebold, and CACI.

We had a tour of the CSX intermodal transportation facility in North Baltimore on the 25th of February. This is one of CSX's teardown and rework facilities that reorganize containers from eastbound and westbound trains. Additionally, SCMA is putting some focus on community service with a volunteer day planned on April 13th at the food bank in Toledo. The board of directors is also beginning to shift focus to planning for the upcoming fall semester in addition to discussing options to further boost recruiting efforts for the association within the school.

Todd Lauer, SCMA Director of ISM

DR. AMELIA CARR NAMED THE WORLD'S TOP STUDENT CHAPTER MENTOR FOR APICS

Dr. Amelia Carr, a Toledo APICS Chapter member, a NAPM-Toledo Area member, a NAPM-Toledo Area Board Member and Chair of the Management Department at Bowling Green State University, was been selected as the recipient of the 2012 APICS Student Chapter Mentor Award. This prestigious award recognizes superior leadership and exceptional contributions as a mentor to local APICS student leaders.

Jessy Ventura, District & Chapter Services Associate, APICS, had these congratulatory words about Dr. Carr. "Your demonstrated commitment to Toledo Chapter, steadfast leadership in the APICS community and dedication to Bowling Green State University merit this prestigious award. Students are the future of APICS, and your work has helped to inspire many students to pursue APICS membership and volunteerism."

This past year, Dr. Carr helped to combine the BGSU student chapters of APICS and the Institute of Supply Management into the new student organization – Supply Chain Management Association (SCMA). The award was presented to Dr. Carr at the 2012 APICS International Conference and Exposition in Denver, Colorado.

ISM WEB SEMINARS

ISM presents numerous web-based seminars throughout the year. Join us to learn about new trends that affect your role in supply management. Participate from any location — all you need is a computer with an Internet connection, speakers and/or headphones. Earn one (1) Continuing Education Hour (CEH) for each live web seminar session you attend — And, keep up with the latest developments in supply management. The CEH's you earn can be used toward your C.P.M., CPSM, CPSD or CSM recertification

Upcoming ISM Affiliate Webcasts all at 1-2 pm EST.

Thursday, April 25, 2013	Managing Indirect Spend: Its Rise to Prominence
Thursday, July 11, 2013	Supply Management Trends: A panel discussion

For more information on the above webcasts the link is:

<http://www.ism.ws/education/UpcomingSatelliteSeminars.cfm>

NAPM-TOLEDO IS ON "LINKED IN" AND "FACEBOOK"

Stay connected with NAPM-Toledo by joining the NAPM-Toledo group on Linked In. Go to www.linkedin.com and search for the group NAPM-Toledo. You can also stay connected with NAPM-Toledo through Facebook. Go to [NAPM - Toledo Facebook Page](#)

WEBSITES TO REMEMBER

NAPM-Toledo Area, Inc.: www.napmtoledo.org

Institute for Supply Management (ISM): www.ism.ws

SCHEDULE OF EVENTS – 2012/2013

DATE	TIME	EVENT	TOPIC	LOCATION	BOARD CONTACT
April 2 Tuesday	5:30 pm	Board Meeting		Conference Call	Steve Maki
April 18 Thursday	6:00 pm	Past Presidents' Dinner	Elections Speaker: Ed Pretzel Topic: Knowledge Based Sourcing	Mancy's Italian Grill Toledo, OH	Emily Feldpausch Daryl Rotman
May 7 Tuesday	6:00 pm	Board Meeting		Bowling Green State University Room BAA 3000	Steve Maki
May 16 Thursday	TBD	Pro-D Meeting	Installation of New Officers Speaker: TBD Topic: TBD	Toledo Mudhens Ballpark Toledo OH	Emily Feldpausch Kylie Reiser
June 4 Tuesday	5:30 pm	Board Meeting		Conference Call	Steve Maki
June 10 Monday	11:00 am Check-in 12:00 pm Shotgun Start	Fund Raiser	Golf Outing	Stone Ridge Golf Club Bowling Green OH	Kirk Peterson

NAPM - TOLEDO AREA, INC. BOARD OF TRUSTEES - 2012-2013

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