

Points of Purchase

National
Association of
Purchasing
Management

The Newsletter of the National Association of Purchasing Management - New Jersey, Inc.

September 2003 • Vol. 18, No. 1

September Dinner Meeting

Wednesday

September 10, 2003

6:00 p.m.

The Bridgewater Marriot
Bridgewater, NJ

Phone (908) 927-9300

(See directions on page 7.)

Forum

"DOT Regulations"

Robert Zeck

International Specialty
Products

Dinner Meeting

Information

Technology –

**A Broad Range of
Factors**

Mark Heaphy, JD

Wiggin & Dana's Business
Practice Department and
Intellectual Property Group

7:00 p.m.

Free for all NAPM-NJ
members; \$35 for non-
members. Register by
Friday, September 5
fax at 908-431-1122
or e-mail responses to
kathy@napmnj.org. Check
or cash accepted at
registration table.

Forum Addresses New DOT Regulatory Issues

The forum on September 10th presented by Robert Zeck, International Specialty Products, will cover the new DOT Regulatory Issues and Actions affecting chemical shipments since 9/11. Specifically, it will focus on the new DOT mandated security training and plans that must be present at every shipping site by 9/25/03. Actions taken by the American Chemical Council in the new security component of the Responsible Care Code affecting transportation and distribution will also be included in the discussion.

Mr. Zeck serves as the ISP representative of the American Chemistry Council Responsible Care Distribution Code. This is a voluntary program to achieve improvements in environmental, health, safety and security performance.



This is especially critical as a result of September 11.

Mr. Zeck has been the Manager, Logistics for International Specialty Prod-

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Information Technology – A Broad Range of Factors

Information technology is multi-faceted and is comprised of important components. The right of privacy is highly valued in the U.S. and is a complex concept. Informational privacy is of growing concern, especially with the large amounts of public and personal data that are now present online, from basic contract information to housing and purchasing data. With the advent of computers and the continual development of capabilities, access to personal information is easier and authority more difficult to authenticate.

Attendees at this September 10th Dinner Meeting will learn of the numerous policies and procedures in place and

being further developed, to ensure privacy. To start, there will be an overview of The Code of Fair Information Practices, authored by an advisory panel to the U.S. Department of Health, Education and Welfare in 1973, which is the foundation of U.S. privacy law. Key areas of concern include: the Internet, audio and video surveillance, identification and tracking, availability of records, both public and private, and data processing. Privacy and law enforcement has been the springboard for the development of federal privacy-related legislation such as: Electronic Communications Privacy Act (ECPA); Foreign Intelligence Surveillance Act

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President's Message

Greetings! Welcome back from a great, but short summer season.

Have you had a chance to think about which committee you would like to join during the 2003- 2004 year?

There are a number of committees that your knowledge and limited time would make a big impact in our organization. For instance, in November, our Program Committee, is working on our 2nd purchasing conference. Last year's conference was both educational and interactive. Major topics were geared for both the new purchasing professional as well as experienced executive. What topics/speakers do you know would add value to the conference?

Our Spring Innovation Forum in April needs assistance in planning another successful day focused on hot-trend topics, problem solving and creative solutions. Do you have a work related issue you could suggest that would assist you as well as other members? Can you recommend dynamic speakers? Do you know of any suppliers who would like to attend as a table sponsor and spend the day with supply chain professionals?

If you attended our 1st Classic Golf Outing last year, you know what a great day it was. Always remember a bad day

golfing is better than a good day at the office. Perhaps you can schedule a supplier meeting on the course.

Even if you can't formally join a committee, we encourage you to participate through your suggestions. Last year one of our members suggested a change of meeting date to generate greater member participation. This year our program committee has scheduled 2 meetings – on the following Thursdays (October 9, 2003 and February 12, 2004). Our Newsletter Committee has added a "Members corner" section where you can communicate concerns, news items, promotions, industry news, etc. It is an opportunity to be heard in print.

Tom Romano, our Membership Chairperson, is leading a membership drive. It is an opportunity to grow our chapter, strengthen and support our profession. Encourage a colleague to reap the benefits of membership. You may reap the benefit of a free Pro-Development Seminar for your efforts.

Your ideas are important. Please feel free to contact myself or any of the board of directors with your thoughts. Tell me how you would like to contribute to our organization. Let us make our 2003 – 2004 year a great one!

Information Technology

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(FISA), and Communications Assistance with Law Enforcement Act (CALEA); Terrorism Information Awareness (TIA); and Patriot Act. The vast expansion of private information in public records has been demonstrated by the impact of spam, cookies, cyberstalking, identity theft, bugs, and Internet monitoring. In addition, the Children Online Privacy Protection Act (COPPA) was written so that Web sites aimed at children under 13 years of age require parental consent for child use of that site. Affecting every citizen, The Health Insurance and Portability and Accountability Act, an industry-specific privacy law, is designed mainly to allow people to change

jobs without new health plans excluding pre-existing conditions. The Fair Credit Report Act (FCRA) is meant to regulate credit reporting agencies including the type of information and reasons why they are allowed to disclose personal information.

These components of privacy concerns will be the basis of Mark Heaphy's presentation. Mr. Heaphy is a member of Wiggin & Dana's Business Practice Department and Intellectual Property Group. His practice focuses on electronic commerce and internet issues, software and content licensing, online privacy and computer security, internet exchanges and technology outsourcing.

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In memorial Ray Clayton A True Professional

By Jim Milway, C.P.M., A.P.P.

I think one of the greatest compliments someone can be given is to be called a professional in your work. That's how I remember Ray the best.

I've known Ray professionally for about thirty years. We started our careers in the same company-Western Electric. We were both in purchasing but I didn't really get to work with Ray until we met at an NAPM/NJ meeting when I moved back to NJ to work at Western Electric Kearny in 1974 and Ray worked for Bell Labs in Murray Hill.

In the 1980s, the Bell System was

being totally restructured as a result of divestiture. Ray had taken a leadership role by then in NAPM/NJ and was president of the Association for two different terms. He inspired me to also take a leadership role in the 1990s. By the early 1990s, Ray had started on his path to NAPM national leadership by representing NAPM/NJ at the District level-NAPM District VIII (NY and NJ affiliates). He quickly rose to head this organization and become active as our representative on the National Board of NAPM (Now known as the Institute of Supply Management-ISM).

He led by example and inspired us

all by his knowledge and human relations skills. Ray received the highest awards of recognition at both the District and National levels. The Erlicher and Shipman Awards. (He had previously received our NAPM/NJ Wally Moon Award.)

Ray was very interested in all the educational aspects of the material management profession and, when he retired from Bell Labs, he took on the job of Assistant Director of the Bloomfield College Materials Management Program. This gave him contact with many students and fellow practitioners in our trade. Many of our NAPM members have participated in this program and have recognized Ray for his help along the way of their professional growth. His last job in the Association was Director of Educational Relations trying to help promote the growth of all interested in our profession.

He will be remembered as a very close friend and someone who I related to on all levels- professionally, educationally, spiritually and as a family man, but especially as a professional. Thanks, Ray, for your love and commitment to us all.

Supplier Diversity News

How can Purchasing Professionals and Supplier Diversity Managers work together to respond effectively to and positively impact the diverse supplier community on behalf of their company? The use of a diverse supplier base reflective of a company's customer base makes good business sense.

Minorities and Women have significant buying power and increasingly, savvy consumers make purchase decisions using other factors in addition to the company's product or service.

However, in an environment of shrinking resources, tighter budgets, the need to maximize purchasing dollars,

smaller supplier bases and increased security concerns, the buyer faces unique challenges in supporting the company's supplier diversity program.

This will be the topic of discussion at the NJ Section of the NY/NJ Minority Purchasing Council's Buyers Interactive Discussion (B.I.D.) Group on Monday, September 8, 2003 at Rutgers University. This session provides buyers the opportunity to learn from their peers via interactive discussion regarding the challenges and solutions. For more information, contact the Council at 212-502-5663.

Information Technology

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ing, software and web site development transactions, export controls on technology transfers and commercial arrangements involving technology companies.

He counsels corporations and entrepreneurs on the creation and development of technology-focused businesses and the global protection and exploitation of their intellectual property assets. Mr. Heaphy frequently lectures on legal topics related to computers and the Internet and serves as an adjunct professor at the Quinnipiac School of Law, where he

teaches computer law and the law of cyberspace.

He graduated Phi Beta Kappa from the College of William and Mary in 1990 with a Bachelor of Arts degree in philosophy and international relations. In 1993, he earned a Master of Arts degree in international relations from Yale University and, in 1996, a Juris Doctor degree from the University of Virginia School of Law. He is a member of the American Bar Association's sections of International Law and Practice, Intellectual Property Law, and Science and Technology.

C.P.M. & A.P.P. Certifications

New A.P.P.

James Tunis, A.P.P.
Johan Maertens, A.P.P.
Irene Sheridan, A.P.P.

New C.P.M.

Robert Keenan, C.P.M., A.P.P.
Jeffrey McEnteer, C.P.M.
Craig Stapleton, C.P.M.
Anthony Tomaine, C.P.M.

Recertified C.P.M.

Paul Matovich, C.P.M.
Janet Peirano, C.P.M.

Lifetime C.P.M.

Christopher Hrabinski, C.P.M.
Joseph Mauro, C.P.M.
Rosemary Rubin, C.P.M.
Antonio Santos, C.P.M.
Robert Skula, C.P.M.



Members in the News

Lieutenant Colonel Hank Malanowski was mobilized to active duty in the United States Marine Corps from the Marine Corps Reserve in support of the Global War On Terrorism for Operations Enduring Freedom and Iraqi Freedom on January 13, 2003. He was attached to the Installation and Logistics (I&L) Department of Headquarters, United States Marine Corps, Arlington, Virginia in the Logistics Plans and Operations (LPO) section and assigned to the Crisis Response Center (CRC), Plans, Policies, and Operations Department (PPO) as the Senior Logistics Watch Officer, responsible for a team of 5 watch standers operating on a 24 hour a day basis, seven days a week.

The Headquarters Marine Corps (HQMC) Crisis Response Center's purpose is to provide the headquarters with the staff assistance necessary to be the continuous communication link with the National Military Command Center (NMCC), provide the Commandant of the Marine Corps with both secure and non-secure voice and data communication, monitor and report the status of current deployments of Marine Corps

forces, maintain a continuous point of contact and coordinate Marine Corps actions on operational matters, special activities, domestic emergencies, and deployment/employment of the Operating Forces.

Lt. Col. Malanowski's Logistics Watch team is responsible for coordinating service-level logistics matters and providing essential interface with the Pentagon's Joint Staff, Combatant Commanders, Operating Forces, Supporting Establishment, The Defense Logistics Agency (DLA), the Logistics Readiness Response Center (LRCC), and other agencies internal and external to the Marine Corps.

During Operations Enduring/Iraqi Freedom, the CRC Logistics Watch team and LRCC monitored the deployment of more than 70,000 personnel and transportation of more than 400,000 short tons of material via more than 300 stra-

tegic airlift sorties, 20 amphibious ships and 31 Military Sealift Command (MSC) vessels. The team directly influenced strategic level logistics decisions, developed and promulgated service logistics

Lt. Col. Malanowski is expected to complete his active duty assignment in January 2004 and return to his civilian employment as National Logistics Manager for AT&T's Networked Computing Field Services Division.

policy, monitored force deployment, and provided the Chairman of the Joint Staff, as well as Office of the Secretary of Defense (OSD) near real time tracking of force closure.

Lt. Col. Malanowski is expected to complete his active duty assignment in January 2004 and return to his civilian employment as National Logistics Manager for AT&T's Networked Computing Field Services Division in Morristown, New Jersey. He is responsible for the development and implementation of Supply Chain strategies for AT&T desktop, server, and networking maintenance and provisioning services clients throughout the United States and Canada.

Supplier Diversity Calendar

- September 8** Buyers Interactive Discussion (B.I.D.) Group - NJ Section of the NY/NJ Minority Purchasing Council. Contact the Council at 212-502-5663.
- October 26-29** National Supplier Development Council Annual Conference and Business Opportunity Fair, Chicago, IL. Contact the NMSDC at 212-944-2430.
- November 14** NY/NJ Minority Purchasing Council's Gala. Contact the NY/NJ Minority Purchasing Council at 212-502-5663.



Supplier Tables

If your company or if you know of a supplier who may be interested in setting up a supplier table at one of our dinner meetings, please contact the office for details and pricing information. (908) 431-1100 or e-mail: Kathy@napmnj.org.



NAPM-NJ New Member Recruitment Award

All too often good work goes unnoticed. NAPM-NJ will award a one-day Professional Development Seminar Course to the person who recruits the most new members dur-

ing our current membership year. Each NAPM-NJ Membership Year begins July 1st and ends June 30th. On June 30th, 2004, it will be determined who recruited the most new members. The person

with the most new members will then be notified. This new membership recruiting incentive will be on-going every year.



Sixth Annual ISM MRO Conference

Springtime in Paris, maybe not, but how about New Orleans in the Fall. The Sixth Annual ISM MRO Conference is being held on September 29-October 2, 2003 at the New Orleans Hyatt Regency at Superdome. This is the MRO Group's highlight event of the year, bringing together knowledgeable speakers and the best case studies and emerging MRO topics. The brochure and registration information are available

at http://www.ism.ws/AboutISM/Files/MRO_Conference.pdf

This year's conference will feature case studies from organizations such as Coca Cola, AutoNation, and Florida State University and present a closer look at the e-sourcing market and at the 'Procurement to Payables' process. Plans include a practical and interactive one day workshop about Reverse/on-line auctions, and also a full day supply chain

partnership workshop that will re-invigorate your existing supplier alliance relationships or jump-start new ones. This is a strategic supplier team event, and we recommend you suggest that your key supply partner(s) join you for this workshop and learn how to increase the effectiveness and positive results of your joint cost reduction effort. E-Mail Joel Thomas, Chairman for Team rates at mrogroup@aol.com.



HOLD THE DATE

WEDNESDAY, NOVEMBER 5TH

NAPM-NJ SUPPLY MANAGEMENT CONFERENCE

LOCATION: THE MURRAY HILL INN, NEW PROVIDENCE, NJ

REGISTRATION:	1:00 P.M.
SESSION I:	1:15 P.M. – 3:15 P.M.
BREAK	3:15 P.M. – 3:30 P.M.
SESSION II:	3:30 P.M. – 5:30 P.M.

UP TO FOUR CONTINUING EDUCATION HOURS WILL BE AWARDED

Announcing Asian Indian Business Exposition

The Asian Indian Business Exposition is scheduled for September 17, 2003 from 8:30 a.m. – 5:30 p.m. at the Raritan Exposition Center in Edison, NJ. The Exposition will showcase Indian, Pakistani, Chinese, Korean, Japanese, Vietnamese and Filipino owned businesses. Governor James McGreevey will give the keynote address at this event. For additional information, please contact the Asian Indian Chamber of Commerce at (732) 283-4141.



Calendar of Events

September 9-10	C.P.M. Review Module I Instructor: Burt Clayman, C.P.M. Location: The Suburban Golf Club, Union, NJ
September 11	C.P.M. Review Module II Instructor: Burt Clayman, C.P.M. Location: The Suburban Golf Club, Union, NJ
September 19	Managing Materials – Supply Management Instructor: Marilyn Gettinger, C.P.M. Location: The Suburban Golf Club, Union, NJ
October 9	Membership Meeting Location: The Westin Hotel, Morristown, NJ
October 17	Strategic Cost Reduction Instructor: Victor Catalano, C.P.M. Location: The Suburban Golf Club, Union, NJ
October 28-29	C.P.M. Review Module III Instructor: Burt Clayman, C.P.M. Location: The Murray Hill Inn, New Providence, NJ
October 30-31	C.P.M. Review Module IV Instructor: Burt Clayman, C.P.M. Location: The Murray Hill Inn, New Providence, NJ

Our seminar catalog is also available on our web site
www.napmnj.org/publications

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Forum Addresses New DOT Regulatory Issues

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ucts for over fifteen years. He was responsible for the selection of Distribution Centers and the transportation carrier infrastructure that is part of ISPs` supply chain. By using the least amount of carriers to perform the bulk of ISPs` transportation requirements, results for 2003 resulted in 99.8% of shipments made to customers` without complaint and 99.9% of shipments made without loss or damage.

Mr. Zeck has been responsible for regulatory compliance for the transporta-

tion of hazardous materials including the training and certification of employees for hazardous materials transportation. He also serves as a Hazardous Materials Instructor for the Hazardous Materials Advisory Committee Union/Middlesex Counties and is involved in many seminars involving multimodal and international regulations. He also writes newsletters and updates on new Transportation regulatory issues.

Bob has an MS in Transportation Management from SUNY Maritime College, Fort Schuyler, NY. He is a li-

censed ICC/DOT Practitioner, and has a certificate in chartering from the Association of Ship Brokers and Agents. He also has a professional Transportation Certificate from the Academy of Advanced Training.

The forum is free for members and will begin at time 6:00 p.m. It will be held at the Bridgewater Marriot in Bridgewater, NJ. To register, complete the enclosed form and fax it to 908-431-1122 by Friday, September 5 or register online by e-mailing your registration information to kathy@nammnj.org.

Directions to the Bridgewater Marriott

Bridgewater Marriott, 700 Commons Way, Bridgewater, New Jersey 08807 (908) 927-9300

From Route 287 South

- Follow to Exit 17, (Routes 202/206 South)
- Bear right immediately and follow sign for Commons Way/Garretson Road
- Make a left at the 1st light onto Commons Way
- Make a left at the 4th light (Crossing Blvd), hotel will be on the left

From Route 287 North

- Follow Route 287 North to Exit 14 B (Route 22 West) Note: LEFT LANE EXIT
- Follow Route 22 for about 2 miles to the exit for Commons Way
- After making exit, go to the 1st traffic light and make a right onto Crossing Blvd
- Hotel will be on the left

From Route 78 East or West

- Follow Route 78 to Exit 29 (Route 287 South)

- Follow directions above from Route 287 South

From Garden State Parkway using 78

- Take the Parkway to Exit 142 (Route 78)
- Follow Route 78 West to Exit 29 (Route 287 South)
- Follow directions above from Route 287 South

From Garden State Parkway using 287

- Take the Parkway to Exit 129
- Follow signs for Route 440/287 North
- Follow directions above from Route 287 North

From New Jersey Turnpike

- Access from either Exit 14 or Exit 10
- From Exit 14 take Route 78 West to Exit 29 (Route 287 South)
 - Follow directions above from Route 287 South
 - From Exit 10 take Route 287 North
 - Follow directions above from Route 287 North

Welcome!

NAPM-NJ welcomes a total of 18 new members this summer. They are:

JULY 2003:

Mark S. Ammann
Spartech Polycast

Janice I. Johnston
Novartis Pharmaceuticals

Anne Marie MacKenzie

Mark S. Plyler
PSEG Power LLC

Tamar I. Sorrell
PSEG Power LLC

Lisa R Sulzer
PSEG Power LLC

Roger Tang
EK Success

Scott M. Wasilak
Roche Vitamins Inc.

AUGUST 2003:
Kenneth Cherasia
AGL Welding Supply Co., Inc.

Maria Colasurdo
Purepac Pharmaceuticals

William C. Hovey
Quest Diagnostics Inc.

John Ledoux
Lucent Technologies

Donna Lloyd
BKM Resources Inc.

Greg M. Politano
Johnson & Johnson Health Care System

Theodore E. Neuberger
AT&T

Leo Redmond
Tyco Telecommunications

Alessandra J. Tassini-Negri
Kinder Morgan Liquids Terminals

Harry S. Thomson III
Will Way Inc.

NOTE FOR YOUR CALENDARS

NY/NJ FORUM CONFERENCE
FRIDAY, OCTOBER 3-4, 2003

LOCATION: Radisson Hotel, Corning, New York

Three Tracks to Be Featured:

Track A: Leadership Workshops

Track B: Supply Management

Track C: Business & Economics

Registration Fee: \$220 per Person

To Reserve Hotel Rooms: Please Call 607-962-5000

See Attached File for More Details

To register phone Elizabeth Blackman (518) 829-7722, or e-mail:
eajblack@citlink.net