

Internet Address <http://www.napmwichita.org>

**Joe Sandor**  
**Hoagland-Metzler Endowed**  
**Professor of Practice in**  
**Supply Management**  
**Michigan State University**

Joe Sandor is the Hoagland-Metzler Endowed Professor of Practice in Supply Management at Michigan State University's Eli Broad School of Business.

Joe Sandor will be presenting Supply Management in 2010 and beyond. Mr. Sandor will discuss survey results of top Supply Management Executives who have identified key areas of concern for supply management professionals in the future. He will present case studies on best practices and compare benchmark company practices with other lower performing companies. The survey and benchmark results combine to identify key areas of improvement for supply management professionals in the future.

In 1999, Joe Sandor formed Creative Procurement Strategies (CPS). CPS is a sole proprietorship dedicated to help firms earn significant and sustainable supply management advantage. CPS offers a suite of cost prevention, reduction and skill enhancement services.

CPS clients include: Harley-Davidson, Delphi, Rolls-Royce, Whirlpool, Electrolux, Sara Lee, USAF, Hewlett-Packard, ConAgra, IBM and Motorola.

Joe has over 25 years of Supply Management experience with Sara Lee, General Motors, NL Industries and Beatrice. Prior to joining Sara Lee, Joe consulted for 3 years with companies such as: RCA, General Electric, Kraft, TRW, Hallmark Cards with emphasis on Supply Management strategy development.

Additionally, Joe has expertise in the areas of Materials Management systems development, business relationship management, leading-edge supply strategy execution, and continuous improvement operating philosophy. Joe earned a BA in the Philosophy of Science from the University of Miami and an MBA from the University of Chicago.

He is both a C.P.M. (Certified Purchasing Manager) and a CPIM (Certified in Production and Inventory Management), and was an adjunct professor at the University of Chicago's Graduate School of Business.

**Meeting Highlights**

**Joint NAPM & APICS**  
**Meeting**

**Date:** January 15, 2009

**Location:** Airport Hilton  
Wichita, KS

**Meeting Time:** 5:30 PM (Meet & Greet)  
6:00 PM (Speaker's Address)  
7:00 PM (Dinner)

**Please RSVP when you receive your meeting notice via e-mail by replying with your intentions, either YES or NO. Feel free to include comments deemed necessary and they will be forwarded to the appropriate party.**

**Alternative methods of making contact:**

**E-mail:** [napmwichita@cox.net](mailto:napmwichita@cox.net)  
or  
[dan.stich@fhr.com](mailto:dan.stich@fhr.com)

**Telephone:** Joe Thomas 660-7265

**COST FOR MEAL**

**Dinner:** \$15.00

## **A Message From Our President**

We had a nice December meeting at the Scotch and Sirloin where we enjoyed the relaxation and fellowship of a nice Holiday dinner. Thank you to everyone that was able to make it to the dinner, we hope you had an enjoyable evening.

The January member meeting will be a joint meeting with the APICS Chapter of Wichita.

We have another nationally recognized Supply Management professional, Joe Sandor, scheduled to speak. Joe Sandor is the *Hoagland-Metzler Endowed Professor of Practice in Supply Management - Michigan State University*.

We look forward to seeing you at the January 15th meeting at the Airport Hilton.

Sincerely,

Curtis Howell  
President NAPM-Wichita, Inc.  
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### **NAPM –Wichita Inc. Mission Statement:**

*The primary objective of NAPM-Wichita is to develop the professional qualities of its members: attitudes, skills, and knowledge in the field of purchasing and supply management.*

*Reminder to update your membership information at [www.ism.ws](http://www.ism.ws) or contact Pam Van Wey at [vanweypr@airproducts.com](mailto:vanweypr@airproducts.com)*

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## ***Top Ten Reasons to Join NAPM-WICHITA***

- 10. Broaden your sphere of influence.***
- 9. Sharpen your saw by attending monthly meetings, seminars and certification prep courses.***
- 8. Gain resources to support your certification efforts.***
- 7. Find a mentor.***
- 6. Become a mentor.***
- 5. Become inspired by a speaker.***
- 4. Keep your fingers on the pulse of the local supply management community.***
- 3. Strengthen your leadership skills by volunteering to be on the Board of Directors.***
- 2. Gain perspective and clarity for your current and future career opportunities.***
- 1. Opportunity to distinguish yourself from the competition.***

Happy Holidays!

Jeff Schmidt  
NAPM - Wichita Treasurer

### ***Membership Dues communication is coming soon via your e-mail***

Please check your e-mail for membership dues. This year you will have the ability to pay your dues online by credit card, or by sending a check. Be on the lookout for this.

Pam Van Wey  
NAPM - Membership

### ***NAPM - Wichita 2009 Scholarships***

Please look for guidelines for applying for the 2009 NAPM - Wichita scholarships in the upcoming February and March newsletters.

Iris Baker  
NAPM - Secretary

### ***Looking Ahead***

February 12, 2009 - WSU Center of Economic Development Presentation  
March 12, 2009 - Tour of Hawker-Beechcraft  
April 9, 2009 - TBD  
May 7, 2009 - TBD

NAPM-Wichita  
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<b>2008/2009 Officers</b>
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Open

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## Calendar of Events

January 8, 2009 - Board Meeting - Airport Hilton  
January 15, 2009- General Meeting - Joint NAPM and APICS - Wichita - Airport Hilton  
February 5, 2009 - Board Meeting - Airport Hilton  
February 12, 2009 - General Meeting - WSU Presentation - Airport Hilton