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affiliated with the Institute for Supply Management™

[Hwww.napm-ck.org](http://www.napm-ck.org)

P.O. Box 11602 • Lexington, Kentucky • 40576-1602

Serving the Kentucky Bluegrass Area since the 50's

BLUEGRASS PURCHASER

February

DEDICATED TO PROFESSIONALISM

2009

February Membership Meeting

Annual Joint meeting with APICS Bluegrass Chapter & ASQ

Topic: Flow Duration Management

Date: Thursday, February 19, 2009

Location: Ramada Conference Center
2143 North Broadway
Lexington, KY 40505

Fee: \$20.00

R.S.V.P: By 4:00 p.m., Monday February 16, 2009
With your reservation to Carol Harman
E-MAIL: cltbo@yahoo.com

All reservations must be made no later than Monday February 16.

Dinner: Sliced Pork Loin with apple brandy sauce, roasted redskin potatoes, vegetable medley, rolls, chef's dessert, and coffee or iced tea.

Agenda:

5:30 – 6:30pm Registration Networking
6:30 – 7:15pm Dinner
7:15 – 7:30pm Business meeting – Door prizes
7:30 – 8:15pm Speaker presentation
8:15 – 8:30pm Announcements & Adjournment
8:30 – 9:00pm NAPM-CK Board Meeting

Our Presenter

Steven T. Gran,
Blueprint 57



Steven Gran is the Principal of Blueprint 57, located in Dublin, Ohio. Blueprint 57 is a consulting, educational and coaching company that specializes in integrating operating excellence principles into the strategic, tactical, and execution systems of organizations, with specialty in supply chain management.

In his consulting role, Steve has led and participated in several transformation initiatives for organizations, resulting in lead time, inventory, and total cost reductions impacting the bottom line, while improving internal people systems and supply chain connections.

In his educational role Steve is an instructor, project coach and advisor in The Ohio State University Six Sigma Program. He is also an instructor at Saint Louis University Supply Chain Consortium, and an instructor and advisor at Texas Christian University, Supply and Value Chain (continued on page 2)

From page 1 – Our Presenter

Center, M. J. Neeley School of Business.

Before starting Blueprint 57, Steve held senior operational positions with Pilkington North America in its Aftermarket Glass Division. He also held various roles in Pilkington's Operating Excellence Department implementing lean and six sigma, in both transactional and manufacturing cultures, which included the integration of Supply Chain Management. During this time Steve achieved Master Black Belt certification. Steve complements his years of experience with a Bachelor Degree in Business Administration from The Ohio State University, majoring in Transportation and Logistics.

Topic:

Flow Duration Management™ is a comprehensive system that combines traditional supply chain management and financial management with best practices, lean, and Six Sigma. The cash to cash cycle time can be reduced and profitability increased. This comprehensive system can be applied in stages with some immediate results that will improve cash flow. Supplemental stages will increase awareness at the SKU level that will allow organizations to make better management decisions. The overall goals of creating accountability through visibility are easily achieved through simple tools and analyses. Variation in the supply chain is easily identified and steps can be taken to remove this variation. Total costs at the SKU level can be equally applied to determine external and internal factors that lead to profit erosion. By supplying visual information that is easy to use and understand, the S&OP process is strengthened. Flow Duration Management™ can be taught to personnel easily and quickly to be able continue this process without long-term external support. Tangible results have been obtained by applying this system in multiple organizations.

Topics to be covered:

Linking the S&OP Process

Supplier Management (Strategic Partnerships & Performance)

Inventory Classification (The Duration Cycle)

Total Cost - Looking past gross margin



From the President's desk:

The New Year has started and things continue to be hectic. Isn't that always the way it seems? Don't let things get so hectic that you forget about attending the meetings we have planned. Whether they are the satellite seminars or the monthly meetings make sure you take advantage of these opportunities for professional advancement.

February is the month where a joint meeting is held between APICS, ASQ, and NAPM-CK. This is always a good meeting with wonderful chance to interact with members of the other organizations. NAPM-CK is the host for this year's meeting. Details concerning the meeting are in this newsletter. Plan to attend as it should be a good presentation.

March is when we accept nominations for the NAPM-CK board of directors. We currently have some open positions. Several current board members are retired but still faithfully serving the organization. Some board members have experienced changes in work that alters their ability to serve. All of the current board members want to help others get involved. We need new blood and frankly, the help, to keep the board current and thus better serve you. I strongly encourage you to consider running for the board. Contact any board member if you have an interest. Our contact info is in the newsletter and on the website. We look forward to your favorable response.

Sincerely,
Tim Maher
2008-2009 President & CEO

PURCHASING POSITION REFERRALS

If you are one of our members and are looking for a purchasing position, you may want to check ISM Web page at www.ism.ws/CareerCenter/MembersOnly/JobSeekers.cfm for listings and to post a resume or give **Barbara Warburton** a shout as she tries to keep abreast of openings in the area.

E-mail: Stone570@aol.com

Newsletter Info

The Editor should receive all communications and announcements for the March 2009 newsletter by February 28, 2009 send all correspondence to:

Robert Sherman, V.P.-Communications, NAPM-CK

East Ky Power

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E-mail: robert.sherman@ekpc.coop

C.P.M. / C.P.S.M. News

**Congratulation on obtaining C.P.M.
certificaton in December**

GREG BRYER – EAST KY POWER

Welcome New Members

**Brantley Clegg - Energy Mgmt. &
Services Co.**

Trisha Grass - Swedish Match NA

**Asst. Prof. Ahmad Hassan -
Morehead University**

**Prof. Michelle Lane - Western
Kentucky University**

**Prof. Fatma Mohamed - Morehead
University**

Calendar of Events

February Joint Meeting with APICS and ASQ

When: February 19, 2009

Where: Ramada Conference Center, Lexington, Ky

March Membership Meeting

Topic: TBA

When: March 19, 2009

Where: Lexington, Ky

Plant Tour – Link Belt Construction

When: April 19, 2009

Where: Lexington, Ky.

Satellite Seminar **FREE**

“Preparing to Negotiate On-Shore and Offshore”

When: April 23, 2009

Where: East Ky Power, Winchester, Ky.

General Membership & Installation of Officers

When: May 21, 2009

Where: TBA

Annual Buyer – Seller Golf Outing

When: August 18, 2009

Where: Golf Club of the Bluegrass

ISM's toll free telephone number is:

1-800-888-6276

Give our website a look <http://www.napm-ck.org/> , see current and past newsletters.

NAPM-CK 2008-2009 OFFICERS & BOARD OF DIRECTORS

Give us a shout ! We are here to serve you

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