

## NAPM-New York's Mission Statement

*NAPM-New York provides purchasing and supply leadership through best-in-class educational programs, benchmarking and information exchange, promoting the highest level of professionalism to enable competitive advantage.*

### NAPM - NY Regular Monthly Meeting

New York Hilton Hotel

1335 Avenue of the Americas at 53rd Street

**Tuesday, May 20, 2008**

- 4:30 P.M. Pre-Dinner Forum  
Concourse B - Lower Level
- 5:30 P.M. Reception and
- 6:00 P.M. Main Program (See below)  
Election and Installation of Officers  
Award Presentations  
Concourse A - Lower Level
- 7:00 P.M. Dinner

### LOOKING AHEAD

**Next Meeting: September, 2008**

**Check [www.napm-ny.org](http://www.napm-ny.org) for program details**

**HAVE A GREAT SUMMER!**

## DINNER PROGRAM OVERVIEW AND SPEAKER PROFILE

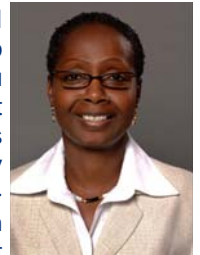
***Achieving Best Practices  
Within A Purchasing Organization On  
Limited Resources  
By Dr. Peter O'Reilly, C.P.M.***

Supply management organizations need not feel that limited resources, in terms of staffing and technology, constrain their pursuit of best practices. This presentation focuses on specific best practices and related tools that can be used to achieve significant operational and cost-reduction benefits.

Dr. Peter O'Reilly, C.P.M., currently is teaching in the Carey Business School at Arizona State University and in the Business Institute at Scottsdale College. He is also the Chair of the ISM Services Group.

## PRESIDENT'S MESSAGE

As my term as President draws to an end, I can hardly believe the time went by so quickly. This will be my final message to you and I would like to take the opportunity to let you know it has been a pleasure using this format to communicate with each of you. My first message focused on membership involvement and I would like to leave you with the same thought. I encourage you to get involved in your Association – your input matters.



Let me share with you some of the highlights this year. For the first time, the Board of NAPM-New York was organized along Sourcing (commodity) lines in an effort to get more members involved in activities relevant to their specific commodity/service areas of responsibility. This was well received by our members and to date there has been at least one Sourcing Group meeting in each commodity area. The quality of our educational programs continues to be exceptional. This year we added two new seminars, Value-Added Supply Management and Facilities Management & Construction Services Sourcing. Both our Annual Supply Management Symposium and Annual Conference were well attended and covered relevant and timely topics such as, "The Path to Becoming Carbon Neutral." Our dinner meetings continue to provide the opportunity to network with our colleagues and keep informed on current trends in our profession.

The continued success of NAPM-New York is due to the participation of our members, the contribution of a committed Board of Directors and the hard work of Peter and Lori Oppenheimer of POLO Consulting and Education LLC, our association management firm. Thanks to all of you for the time and effort put into making this year another successful one for our organization. In particular, thanks to the Board for their support during this year.

I am confident that NAPM-New York will continue to grow under the leadership of the next president, Joseph Rosenthal. As in previous years, the incoming Board consists of a strong and dedicated team of professionals.

Our next dinner meeting is scheduled for May 20<sup>th</sup> and I hope to see you there. Until then, be well.

Angela Lewis, C.P.M.

### Dinner Program, continued

Dr. O'Reilly, before he retired to Arizona with his wife, served as the chief procurement officer at MetLife, Ernst & Young, AIG, and AmeriGroup. He is a past J.H. Leonard Award winner while active in the NAPM-New York. Dr. O'Reilly is a regular speaker at the ISM International Conference, including this year's Conference in St. Louis.

### DAVIS - KASSA SCHOLARSHIP WINNER

NAPM-New York is pleased to announce the award of the Davis-Kassa Scholarship to Kaylin Shutte, daughter of our member, Ken Shutte.

Kaylin has completed her sophomore year and is a Constance Weldon Scholar in The Frost School of Music at the University of Miami in Florida. She is principal bassoonist in the University Symphony Orchestra and Wind Ensemble and she is a saxophonist in the "Band of the Hour" marching band for the Miami Hurricanes football team. She is a member of several organizations that perform at local hospitals. Her most memorable experience was making musical instruments and donating them to hospitalized children. She hopes to become a middle school or high school teacher so that she can affect the academic, social and emotional development of children through music.

The scholarship is named in honor of former Executive Directors of NAPM-New York who served with distinction. **Robert Davis** served from 1957 to 1978 and **Abate Kassa**, assisted by his wife **Waka**, served from 1981 to 2000. The award consists of a \$4,000 cash prize, as well as a one year membership in NAPM-New York. Please join us at our May 20th dinner meeting to congratulate Kaylin and her family.

### J.H. LEONARD AWARD

The 2008 J.H. Leonard Award will be given to a regular member of NAPM-New York who has rendered distinguished service to the Association in one or more of the following areas:

- ◆ Participation in scheduled meetings, forums or other activities of the Association;
- ◆ Service to the Board of Directors or a committee;
- ◆ Contributions to *Competitive Edge*;
- ◆ Other contributions to the growth, development or professional stature of the profession and NAPM-N.Y.

Leonard Award Nominating Committee members are not eligible.

Past recipients of the Leonard Award since 1964 are:

D. Gibson	E. Krech	J. Snedeker	D. Lyons
G. Baker	A. Repko	J. Schultz	C. Adams
R. Rhett	G. Fordyce	R. Morse	L. Norris
R. Logler	R. Davis	D. Murphy	J. Batura
W. Heubach	G. Coiley	R. Logler	J. McSherry
W. Mansfield	E. Handler	W. McCormick	S. Sheffield
M. Sinnott	A. Pedalino	P. Kay	J. Conner
A. Kassa	P. O'Reilly	J. Maer	M. Carrara
T. Lawlor	P. Oppenheimer	B. Caffrey	C. Coffey
W. Kassa	S. Waxman	L. Tognan	M. Goloven
S. Fischer	S. Vitale	P. Buchbauer	C. Hessick

Be sure to attend the May 20 dinner meeting to congratulate this year's Leonard Award winner.

### ELECTION AND INSTALLATION OF OFFICERS AND DIRECTORS

The following officers and directors will be elected and installed at the Annual Meeting of the Membership on May 20, 2008 at the New York Hilton Hotel.

President:

Joseph Rosenthal; WCS, Inc.

First Vice President:

Joseph Robertson, C.P.M.; Morgan Stanley

Second Vice President:

Stephen Fischer, C.P.M.; Colgate-Palmolive

Treasurer:

Dennis Garcia; Skadden, Arps, Slate, Meagher & Flom LLP

Director for National Affairs:

Angela Lewis, C.P.M.; American Museum of Natural History

Director (3 years):

Professional & Outsourcing Services Sourcing Group  
Tom Suarez, C.P.M.; Merrill Lynch

Director (3 years):

Marketing, Travel & Human Resources Sourcing Group  
William Hatzichristos; Sterling Mets, LP

Director (1 year):

Manufacturing Materials Sourcing Group  
James E. Martin; News Corporation

#### Continuing Board Members:

Director of Membership:

Wendy Lamont, C.P.M.; IBM

Director of Technology & Telecom. Sourcing Group:

Kenneth Going, Jr.; Lehman Brothers

Director of Facilities Management Sourcing Group:

Laura Grana, C.P.M.; Morgan Stanley

#### Award Presentations:

Outstanding Service Awards, including the J.H. Leonard Award, will be presented to individuals who have demonstrated dedicated service to NAPM-New York and/or the profession.

### CONTACT INFORMATION CHANGES

This is the last issue of *Competitive Edge* until September. Please contact the NAPM-New York office in the event of any changes to your e-mail or mailing address or other contact information.

NAPM-New York and ISM empathize with those members who have lost their jobs. To show our support we can arrange to waive your membership dues for two consecutive six-month periods. We can also waive membership dues for those in active military service. Please advise the NAPM-New York office at (516)466-9822 or poppenheimer@napm-ny.org if either of these circumstances applies to you.

## PRE-DINNER FORUM - 4:30 - 5:30 P.M.

**Topic: Getting to the Real Bottom Line Around the Cost of Ownership of Your Flooring**  
**Speaker: Randall D. Weis, President and Founder**  
**Sponsor: RD Weis Companies**

Oftentimes, facility managers and purchasers deal with a lot of confusion around how to assess the cost of flooring materials, comparing one type vs. another and overlooking the impact that a maintenance program plays in extending the life of the carpet, thus improving their firm's return on investment.

With the market trend towards being green, one of the most important factors is keeping carpet or other flooring on the floor for an extended period of time and not rushing to replace flooring prematurely. Most flooring is replaced not because it is worn out, but due to inadequate maintenance through the product's life. We will discuss how in bad times, you should be ramping up your floor care budgets to avoid the more costly choice of premature replacement of carpeting.

In 1990, Randall Weis' strong entrepreneurial spirit and keen industry vision culminated in the launch of his own full-service commercial flooring maintenance company. His extensive experience in various management positions with a major international pharmaceutical company, coupled with industry affiliations, yielded extensive industry resources and a solid background in facilities management. After the launch of RD Weis Companies, he quickly recognized the benefits of working with manufacturer-specified cleaning programs and focused on expanding RD Weis Companies' range of product and service offerings.

A graduate of the University of Cincinnati with a BS degree in Business Logistics and Instructor of Logistics and Curriculum Advisor at the same institution, Mr. Weis was the youngest person on record to be admitted to practice before the Interstate Commerce Commission at the age of 20. He shares his industry expertise by playing an active role in multiple industry, civic and cultural associations, including Director of the StarNet® Commercial Flooring Cooperative; Advisory Board Member of Grout Armor Company, Advisory Board Member of CFS of Charlotte, NC; Board Member of the Muscular Dystrophy Association; Board Member of the Fairfield Arts Council; past Board Member of IFMA, Hudson Valley Chapter; and past Board Member of IFMA, Connecticut Chapter. A frequent contributor to industry publications, Mr. Weis has been quoted in and written articles for a variety of publications including *Crain's New York Business*, *New York Real Estate Journal*, *Cleaning & Maintenance Management*, *Today's Facility Manager*, *Facilities Design & Management*, *Better Buildings*, *Carpet & Rug Industry* and *Real Estate New York*.

## REPORT ON BUSINESS - April 30, 2008

### NEW YORK CITY ECONOMIC FOCUS: BAD NOW, GOOD LATER

The current downturn deepened in April as business activity fell at the fastest rate in nine months, according to the survey taken by the National Association of Purchasing Management-New York (NAPM-New York). The Current Business Conditions index came in at 37.6 in April.

However, purchasing managers' future optimism returned. The Six-Month Outlook index rose to 59.6 in April, the highest level since November of last year.

Input costs remained elevated. The Prices Paid index rose to 66.3 in April. Purchasing volume stayed subdued, but is off the lows. The Quantity of Purchases index came in at 45.7 in April.

Business Impediments: There were three standouts - skilled labor shortages, working capital shortages and security concerns. The first two are fundamental reasons for limiting activity, while the latter is a technical factor. Overall, April marked the highest percentages so far this year for these three impediments.

	April	March	February
Skilled labor shortage	28%	16%	15%
Unskilled labor shortage	4%	3%	0%
Working capital shortage	26%	19%	20%
Raw material shortage	9%	3%	3%
Security concerns	17%	0%	5%
Abnormal weather	4%	3%	5%
"Other" difficulties	11%	6%	15%
No difficulties	19%	6%	40%

April's special question: In terms of employment, your organization is in what mode - Hiring, Hiring Freeze or Layoff? Choose all that apply.

More firms said that they were not hiring than hiring.  
Hiring 60%; Not Hiring 72%

*Of which:*

Hiring Freeze 46%; Layoff 26%

(Numbers do not add to 100% because of multiple responses.)

## MEMBERSHIP CARDS

The Institute for Supply Management (ISM) is no longer issuing membership cards annually to members. However, you can print your own card by going on the Members Only page of the ISM website, [www.ism.ws](http://www.ism.ws), and clicking on "Print Membership Card." Your membership number will be automatically generated onto a card that you can print out.

## NAPM-NEW YORK THANKS...

...the educational exhibitors that participated in the Twenty-Fifth Annual NAPM-New York Conference in March: Adecco, Financial Times, Insight Investments, JVKellyGroup, OfficeMax, Printellect, RideAmigos, SMART Business Advisory and Consulting, Spiral Binding and Swiss Post Solutions / Forrest Solutions. They will be recognized at the May 20 meeting.

## CALENDAR OF EVENTS

### Spring 2007

DATE	PROGRAMS AND SEMINARS
May 1	Legal Aspects of Technology & Software Acquisitions
May 4-7	93rd ISM International Purchasing Conference
May 19	C.P.M. Review - Module Three
<b>NEW</b> May 20	<b>NAPM - New York Dinner Meeting</b>
May 22	Facilities Mgmt. & Construction Services Sourcing
June 11	Supplier Relations, Ethics & Social Responsibility
June 16	C.P.M. Review - Module Four

**NAPM-New York's public seminars as well as custom-designed seminars are available for On-Site presentation at your facility. To obtain information about On-Site seminars, please contact our office at (516)466-9822 or poppenheimer@napm-ny.org.**

**Visit our website:  
www.napm-ny.org  
For the latest information about  
your affiliate's  
Meetings, Seminars, Conferences  
and Job Opportunities**

## NAPM-NY 2007-2008 OFFICERS, DIRECTORS and COMMITTEE CHAIRPERSONS

### BOARD OF DIRECTORS

President	Angela Lewis, C.P.M.	(212)769-5050
	alewis@amnh.org	
1st V.P.	Joseph. H. Rosenthal	(917)449-2777
	wsspjoseph@aol.com	
2nd V.P.	Joseph Robertson, C.P.M.	(212)325-8567
	joseph.robertson@credit-suisse.com	
Treasurer	Dennis Garcia	(212)735-3895
	dgarcia@skadden.com	
Director of Nat'l Affairs	Martin Delahay, MCIPS	(212)903-7966
	mdelahay@amanet.org	
Director of Membership	Wendy Lamont, C.P.M.	(877)202-9323
	wendy.lamont@us.ibm.com	
Executive Director	Peter Oppenheimer, C.P.M.	(516)466-9822
	poppenheimer@napm-ny.org	

#### Sourcing Group Directors

Facilities Management Sourcing Group-	Laura Grana, C.P.M.	
	laura.grana@morganstanley.com	(212)537-2093
Manufacturing Materials Sourcing Group-	Stephen Fischer, C.P.M.	
	stephen_fischer@colpal.com	(212)310-2570
Marketing, Travel and H.R. Sourcing Group -	Sal Vitale, C.P.M.	
	sal.vitale@aexp.com	(212)640-3038
Professional & Outsourcing Svces. Sourcing Group -	Mita Gupta	
	mgupta@icgcommerce.com	(646)674-2910
Technology & Telecomm. Sourcing Group -	Kenneth Going	
	kgoing@lehman.com	(212)320-7441

### COMMITTEE CHAIRS

Professional	Peter Oppenheimer, C.P.M.	(516)466-9822
Development	poppenheimer@napm-ny.org	
Business	Jonathan Basile	(212)538-1436
Survey Chair	jonathan.basile@credit-suisse.com	
Co-Chair	John Popolizio, C.P.M.	(201)352-2952
	john.popolizio@ubs.com	
"Green" Chair	Debbie Jaslow Shatz, CFM	(212)617-3898
	dshatz@bloomberg.net	
Supplier Diversity	Carl Hessick	(212)465-5498
	hessick@pbworld.com	
Co-Chairs	William Drewes, J.D.	(212)228-0402
	poiboync@earthlink.net	
Bylaws	Martin Carrara, J.D., C.P.M.	(908)901-8111
	martin.j.carrara@pfizer.com	

**NOTE: NAPM-New York is not responsible for attendees' personal belongings lost at its meetings.**

### Registration Deadline: May 16th.

Phone (516) 466-9822  
Fax (516) 466-4141  
E-mail: poppenheimer@napm-ny.org

**NAPM-New York  
69 Susquehanna Avenue  
Great Neck, NY 11021**

Please register me for the May 20 Meeting.

I will attend the dinner meeting.

Check enclosed \$40/member

\$80/non-NAPM-NY member

Paid in advance - included with membership

Will pay at the door

I have a special request for: \_\_\_fish\_\_\_vegetarian substitute meal.

Name \_\_\_\_\_ E-mail: \_\_\_\_\_

Organization \_\_\_\_\_ Phone( ) \_\_\_\_\_

I will bring with me as guest(s) \_\_\_\_\_

**In the event you cannot attend after you have registered, please call to cancel as soon as possible.**

## WINTER-SPRING 2008 NAPM - NEW YORK SEMINARS

### January 17 - Value-Added Supply Management

Doing Better, Faster, Leaner with Value Analysis  
Value Added Management; Product and Process Value  
Goals / Types of Value Analysis; Supply Value Chain  
How to Analyze Value; Case Studies  
Mastering Change; Improvement Opportunities and Tools  
The Value Improvement Process  
Organizational Strategies; Critical Success Factors  
Negotiating to Win  
Definition & Objectives; The Negotiation Triad; Modes & Stages  
Preparation; Cost-Price Analysis; Competitive Analysis  
Strategies & Tactics; Leverage & Power; Concessions  
Persuasion; Global Negotiation  
Alternate Dispute Resolution

### January 24 - Inventory Mgmt. in the Supply Chain

The Materials Management Concept  
Inventory Planning; Inventory Control  
Minimizing Inventory  
Measuring Inventory Management Performance  
Supply Chain Management

### January 31 - Cost-Price & Total Cost Concepts

Cost Analysis Candidates, Cost vs. Price Analysis  
Basic Cost Concepts, Elements of Cost  
Cost Analysis Tools, Cost Analysis Worksheet  
Cost Analysis in the Services Sector  
Total Cost of Ownership, Identifying Cost Drivers  
Analyzing Price Increase Proposals  
Cost Analysis In Reverse Technique  
Price Adjustment Formulas  
Currency Exchange Fluctuation Formulas

### February 7 - Human Capital Services Procurement Strategies

Changing Business Environment  
Internal HR Services Purchasing and HR Challenges  
Human Resources Service Providers  
Evolving Human Resources Services Market  
Politics of Purchasing H.R. Services  
Insource or Outsource?  
Employee Benefits and Benefit Services  
Innovative HR Procurement Strategies  
Best Practices Research  
Vendor Assessment; Contract Negotiations  
Measuring Success

### Feb. 12-14 - Fundamentals of Purch. Mgmt. (3 Days)

The Power of Purchasing; The Role of Purchasing  
The Procurement Process  
Methods of Procurement  
Supplier Management  
Contract Law  
Contract Negotiation  
Value Analysis; Purchasing of Services  
Inventory Management; Performance Measures  
Professional Certification

### March 3 - C.P.M. Module One Review

### March 19 - Purchasing of Services

Defining Service Contracting; Buying Nontraditional Services  
Planning the Purchase; Developing the Statement of Work  
Evaluating Offers; Service Contracts; Monitoring Performance

### March 27 - Purchasing Negotiations

#### **Seminar Includes Practice Negotiations**

Win-Win, Win-Lose and the Negotiator's Dilemma  
Claiming Value; Negotiating with Sole Sources  
Dealing with Difficult Tactics; Negotiating Skills; Creating Value;  
Stages of Negotiation; Coming to an Agreement

### April 3 - Buying Travel Related Services

Business Trips - A Philosophical Perspective  
Agency Configuration Options - Is On-Site Necessary?; Funding  
Travel and Entertainment Policy Creation  
Ethics and Responsibility for Travel Decisions  
Surviving a Sarbanes-Oxley (SOX) Audit; Ensuring Compliance  
Selling Use of Self-Booking Tools Internally  
Optimizing Airline, Hotel and Car Rental Negotiations  
How to Perform a Site Inspection; Benchmarking Pitfalls  
Creating a Revenue Generating Corp. Card Program

### April 7 - C.P.M. Module Two Review

### April 10 - Supplier Diversity - A Purchasing Perspective

Why Supplier Diversity?; Characteristics of a Successful Program  
Implementing and Managing a Program; Designing a Budget  
Communication Strategies and Methods  
Benchmarking - How, When and Who  
Second Tier Sourcing  
Components of a Strategic Plan; Sourcing Diverse Suppliers  
Mentoring Diverse Suppliers; Professional Services Issues  
Small Business Development

### May 1 - Legal Aspects of Tech. & Software Purchasing

License of Software vs. Purchase of Goods/Services  
Laws Governing Technology & Software Agreements  
Intellectual Property Rights  
Key Issues in Software License & Development Agreements  
Key Issues in Hardware Acquisition Agreements  
Trial & Test Agreements; Shrink-Wrap & Click-Wrap Agreements  
Laws in Electronic Commerce

### May 19 - C.P.M. Module Three Review

### May 22 - Facilities Management. & Construction Services

Sourcing Process & Tools - RFPs; Vendor Selection; Due  
Diligence; eSourcing & Auctions; Contracts; Sarbanes-Oxley  
Operational Services. - Mechanical; Electrical; Plumbing;  
Elevators; Relocations; Movers; I.T. Moves; Janitorial; Waste.  
Energy & Environmental Design; Environmental Sustainability  
Construction - Project Management.; Architectural; Engineering  
Construction Management Strategy; Equipment Acquisition

### June 11 -Supplier Relations, Ethics & Social Responsibility

Ethics Defined; Supplier Relations; Changing Relationships  
Policies - Ethics; Social Responsibility; Principles and Standards  
Ethics Statements; Acceptable/Unacceptable Behavior  
Putting Ethics Into Practice; Hypotheticals; Case Studies

### June 16 - C.P.M. Module Four Review

Please review the NAPM-New York Professional Development Catalog  
on [www.napm-ny.org](http://www.napm-ny.org) for complete seminar outlines or call 516-466-9822

All public seminars are also available for on-site presentations.

OVER

# REGISTRATION INFORMATION

## FOUR EASY WAYS TO REGISTER:

Tel. (516) 466-9822 Fax (516) 466-4141 E-mail: [poppenheimer@napm-ny.org](mailto:poppenheimer@napm-ny.org)  
By Mail: NAPM-New York, 69 Susquehanna Avenue, Great Neck, NY 11021-3819

**TO REGISTER:** Please complete and return this registration form. Registrations must be made in advance and are subject to confirmation.

**REGISTRATION FEE:** The full fee as designated for each program is payable in advance and includes cost of meeting materials, break refreshments, and a light lunch. Tuition fees will be reduced by 10% for a company team of 3 or more registrants attending the same seminar. Please make checks payable to NAPM-New York.

	Member	Non-member		Member	Non-member
1-day seminar	\$395	\$ 495	C.P.M. Review Seminar	\$395/day	\$495/day
2-day seminar	\$695	\$ 795	Satellite Seminar	No charge	\$65
3-day seminar	\$1,095	\$1,395			

**NON-MEMBERS** of NAPM-New York but members of other ISM affiliates or APICS are welcome to attend NAPM-New York educational programs at member rates, subject to presentation of proof of membership.

**EDUCATION CENTERS:** NAPM-New York's Seminars are held at Pfizer, 150 East 42nd Street, New York City, from 9:00 A.M. to 5:00 P.M. NAPM-New York holds its annual Symposium and Conference as well as regular monthly dinner meetings at the New York Hilton, 1335 Avenue of the Americas, 53rd Street, New York City. ISM Satellite Seminars are held at the City of New York Citywide Training Center, 2 Washington Street, Room 1980, New York City.

**CANCELLATIONS AND REFUNDS:** Confirmed registrations can be cancelled and tuition refunded, less a \$75 administrative fee, if cancellations are received no later than seven days prior to the event. Registrants that have been confirmed (and not cancelled on time) but are unable to attend an event are liable for the entire fee. Registrants who fail to appear are not entitled to a refund. Substitutions may be made at any time.

**HOTEL ACCOMMODATIONS:** NAPM-New York does not arrange hotel reservations. Please make your hotel reservations directly.

## REGISTRATION FORM - *You may photocopy this form for additional registrations*

Please register me for \_\_\_\_\_ that will be held on (date) \_\_\_\_\_

Name (Please print) \_\_\_\_\_ Title \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

E-Mail (Please print) \_\_\_\_\_

### METHOD OF PAYMENT:

**NAPM-NY Fed. ID# 13-5329830**

\_\_\_\_\_ Check is enclosed \$ \_\_\_\_\_ P.O. Number \_\_\_\_\_ Send Invoice \_\_\_\_\_

Credit/Procurement Card: \_\_\_\_\_ VISA \_\_\_\_\_ MasterCard \_\_\_\_\_ American Express

Card # \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Amount to be charged \$ \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

**CHECK APPROPRIATE BOX(ES):** \_\_\_ Member \_\_\_ Non-Member \_\_\_ Confirming phone registration  
\_\_\_ Send membership application \_\_\_ Call to discuss On-Site Seminars

***Education is the key to professionalism. Don't delay, register today!***

All seminars are available for On-Site presentation at your facility  
To discuss On-Site Seminars contact Peter Oppenheimer, C.P.M., Executive Director, NAPM-New York  
516-466-9822 or e-mail: [poppenheimer@napm-ny.org](mailto:poppenheimer@napm-ny.org)