

NAPM - NJ HISTORY 1953 - 2001

by

Ray Clayton, C.P.M., A.P.P.

**With the appreciation for the records of Walter M. Moon, C.P.M.
and John Grebe, C.P.M.**

BEGINNINGS THROUGH THE SIXTIES

The Idea

The idea that there should be a purchasing association in New Jersey germinated in the minds of six (6) creative people. It began in 1953 when they were then members of the Purchasing Agents Association of New York - now known after several name changes as NAPM- NY. Their reasoning - still valid today - was that the industrialized North Jersey area offered (s) a particularly fertile field for the recruitment of members if the benefits of membership were to be made available at a convenient New Jersey location.

The Bold Ones

Our creators, or as they called themselves, members of the Organizing Committee were:

- Frederick C. Esser, Westinghouse Electric Corp.
- Lawrence R. Gardner, The Egypton Lacquer Mfg. Co.
- William J. Gibson, Eastwood- Healy Corp.
- Irene Gordon, Wallace & Tiernan Co., Inc.
- Walter M. Hoffman, American Oil & Supply Co.
- Charles G. Sherwood, Federal Telephone & Radio Co.

The Letter

After months of planning, a letter dated September 10, 1954 (on Westinghouse Electric Corp. , Lamp Division stationery) was circulated to Purchasing Agents in Northern New Jersey. It announced an organization meeting to be held October 6, 1954 at 6:30 P.M. in the then Robert Treat Hotel, Newark, N.J. Records indicate that attendance at the meeting was 110. The six (6) creators noted above became the first officers of what was then called the Purchasing Agents Association of North Jersey. Fred Esser and Walter Hoffman became our first President and Director for National Affairs, respectively.

The 1st Meeting

October 12, 1954 was the first meeting date of the official Executive Committee, which has become today's Board of Directors. It took place at the Federal Telephone & Radio Co. (later IT&T) Clubhouse on River Road, Nutley, N.J. At this meeting it was recommended that subsequent meetings be held on the second Wednesday of each month thus establishing a tradition that continues to this writing. Also, at this meeting, it was recorded that fifty-six (56) membership applications had been received. Thus after one organization meeting, the prescribed minimum number of members (45) required for affiliation with the then National Association of Purchasing Agents (N.A.P.A.) had been achieved.. Affiliation was officially approved at N.A.P.A.'s

Executive Committee meeting on Jan. 13, 1955 and made retroactive to Jan.1, 1955.

Probationary Charter

Charter Night was February 8, 1955. The President of N.A.P.A., G. Howard Ahl officially presented a probationary charter document to PAANJ President, Fred C. Esser. Attendance at this event included over 250 members and guests. By the March meeting PAANJ actual membership had grown to 250 making it the third largest affiliated association in District VIII which includes all of N.J. and N.Y.

Permanent charter

A second Charter Night was on February 8, 1956 when the permanent charter was presented by N.A.P.A. President A.W. Soell. Membership stood at more than 300 by this date and a similar number of members and guests attended this "coming of age" event at the then Robert Treat Hotel.

Membership

Membership reached the 500 level in 1970, slipped below that level during the difficult times of the early and mid 1970's, and returned to the 500+ level by the end of the decade. We are now closing in on 1,000 members. At this level, N.A.P.M. N. J. is the fifth largest association affiliated with the national association which now - as of January 1, 2002 - has almost 50,000 members and 180 affiliates.

Name Changes

Reflecting changes in scope and objectives, several name changes have taken place at both national and local levels. The original Purchasing Agents Association of North Jersey became Purchasing Management Association of North Jersey, Inc. in 1969, Purchasing Management Association of New Jersey, Inc. in 1977, and National Association of Purchasing Management, Inc. - New Jersey in 1990. As of January 1, 2002 the national association changed its name to Institute for Supply Management so as to purposely expand its potential scope of influence beyond national and its image to embrace strategic purchasing and supply activities.

Concepts

The concept of pre-dinner forums was established during 1955 as one way of encouraging professional development. Not including New Member Orientations, of which we conduct one in the Fall and another in the Spring, our objective is to offer at least one and possibly two pre-dinner forums plus an after dinner presentation of professional substance at each of our regular monthly meetings.

Plant Tours

Plant tours have been popular with our membership throughout the years. Such tours are folded into our planning as opportunities present themselves. Usually, they are in addition to regular meetings but have been sometimes combined with them. Through the years planned plant tours have been popular with our membership. Each year two (2) or three (3) such tours are set-up. They help develop an understanding of diverse business activities not otherwise accessible.

Firsts

In 1961-62 Irene Gordon, one of our founders, became President and as such, she was also the first women to lead an affiliated association. In 1963 we hosted the National Convention of then NAPA in Atlantic City, N.J.

THE SEVENTIES

Growth

Growth is good but it also makes administration and record keeping more difficult for volunteers to do without professional support. Accordingly, in 1970, the BOD contracted with the Association Management Corp. (AMC), 66 Morris Ave., Springfield, N.J. The purpose of AMC was to assist in the management of professional associations and provide for member continuity in the face of changing volunteer leadership.

AMC, provided exemplary leadership in the persons of Mary Barber (1970 - 1980), Bob Davis (1980 - 1984), Doris Gansler (1984 - 1993), and Kathy Perna (1993 - 1997). In 1997 the AMC restructured and our BOD contracted directly with Kathy Perna to provide professional management support. At that time NAPM-NJ relocated its office to 10 Ilene Court, Unit #3, Belle Mead, N.J. 08502 and subsequently, in 2001, to P.O. Box 1135 Belle Mead, N.J.

Trade Shows

The first of what became twelve (12) annual trade shows coupled with a gala Purchasing/Sales Dinner was held in 1973. The primary purpose of these events was to supplement dues revenue in order to support a broader range of association activities. AMC managed this activity until 1980. At that time the BOD wished to continue this event and Ray Clayton and Joan Imandt volunteered, "to make it happen". Happen it did until 1985 and in those years more than \$75K was added to the treasury. In 1985 our association became a 501(c) (3) corporation under IRS Regulations. That meant we became a "for education only/non- profit" corporation and this in turn posed constraints on our fund raising activity.

Professional Development (Pro D)-

Because National had introduced the professional designation of Certified Purchasing Manager or C.P.M. in 1974, a greater focus on Professional Development or Pro- D began to develop in all associations and especially in N.J. Thanks to the additional funds raised through trade show activity and especially thanks to the dedicated and wise efforts of Larry Francois of Wakefern Foods, Inc., Jim McDonough of AT&T, and Jim Milway, originally from Western Electric, the foundation and architecture of what has become "a benchmark" Pro-D Program for all other affiliated associations to be measured against was made real. Building on the structure, which over the years has expanded to provide on an annual basis for eighteen (18) to twenty-five (25) seminars with more than 400 attendees, include: Roger Petrin of Nabisco Foods, Inc., Mary Senia, Elaine Bauer and John Zabiske of N.J. Bell Telephone, Ken Olsen of Mobilemedia Inc., Debbie Dodge Csontos of PSE&G, Brian McShea of N.J. Transit, and Thalia Adams-Waingartner of Hercules Chemical. For more than four decades, Pro-D programs have contributed

significant revenues in addition to dues.

Certified Purchasing Manager (C.P.M.) designation by NAPM in 1974

With the introduction of the CPM, a new focus on Pro-D (professional development) started in our association. The foundation was dug by Larry Francois of Wakefern Foods, Inc. Jim McDonough of AT&T laid the cornerstone while Jim Milway originally from Western Electric Co., Inc. (now Corporate Purchasing Director, Bellcore) built the foundation. Builders on the foundation have included Roger Petrin, Nabisco Foods, Inc., Mary Senia (a Past President), Elaine Bauer and John Zabriskie of N.J. Bell Telephone Co. What has been built and achieved is a program of incomparable architecture and status. Over the last several years an average of more than 400 persons have attended between eighteen (18) and twenty-five (25) seminars annually. These figures include eight (8) C.P.M. modules to prepare those testing for the C.P.M. designation. Those taking our C.P.M. review modules pass at the rate of 75% vs. 50% nationally. As of November 1994 we have 155 members who have become C.P.M.'s. The Pro-D Program includes eight (8) C.P.M. module review sessions. These are usually offered during December and May and also include preparation related to the Accredited Purchasing Practitioner or A.P.P. Program. A.P.P. certification was instituted by national in 1998 as a stepping stone to C.P.M. As of March 2002, NAPM-NJ has 230 C.P.M.'s and 67 A.P.P.'s.

THE EIGHTIES

Gala Purchasing/Sales dinner

In 1973 the association held the first of what became twelve annual trade shows coupled with a. At first these were organized for our association by the Association Management Corporation (AMC) but in 1980 AMC decided it could not continue to produce them. The Board of Directors wished them to continue and so they did under the volunteer leadership of Ray Clayton and Joan Imandt through 1984. In 1985 the association became a 501(3) (c) corporation under IRS Regulations. This meant we became a "for education only", non-profit operation which made producing trade show activity too complex for a voluntary organization to pursue legally.

Honors

1980 saw the establishment of NAPM-NJ's highest honor, **the Walter M. Moon Award**. It is designed to honor "Wally" in perpetuity for more than 25 years of continuous service, excellence, and outstanding achievement. This award is to be made as determined by the Trustees to be proper and fitting which is to say , not necessarily every year. Recipients to date are:

George Oakes, III -	1980	Raymond A. Clayton, C.P.M. -	1991
Joseph Weinberg, C.P.M. -	1982	James T. Milway, C.P.M. -	1995
Calvin Croucher -	1984	Manuel deTorres -	1998
Robert B. Ackerman, C.P.M. -	1986	Victor J. Catalano, C.P.M. -	2001
		Wm. Miller Wood -	2004

Creating Anew

As our association continued to grow - reaching more than 800 members in 1984 - it became increasingly difficult for those members South of the Piscataway area to attend regular meeting even though the meetings were now being rotated among several location “inside” of and “on” the Rt. 287 circumference. At this time, George Oaks assumed the leadership role in creating what was then **PMA of Central Jersey** which now has more than 170 members.

Communications

1985 saw the demise of the **Metropolitan Purchaser**. This was a glossy, monthly, joint publication effort among the affiliates of N.J., N.Y., Long Island and Seven Counties. It’s purpose was to communicate professional and social activities and also to engender professional purpose. It was financially supported through advertising revenues, and dwindling ads caused it to stop publication.

In order to improve communications among our own members in N.J. a new and expanded news letter called **Points of Purchase (POP)** was introduced in September 1989 and printed quarterly. Since September 1990 it has been printed monthly. POP earned “best District VIII publication” in 1991 and since that time has been the standard against which all District VIII publications have been measured. Credit the dedication and creativity of Elaine Bauer for making this happen.

The first and second volumes of **PMA - NJ Journal (for purchasing)** were published in 1989 and 1990. The idea behind the Journal was to have our own members contribute thoughtful and professional articles related to the purchasing field. Burt Clayman and Charlie Conway spear headed this worthwhile project but publishing was subsequently curtailed for lack of articles.

THE NINETIES

The Manual

In September 1992, an information and training manual for BOD and Committee Chairs was compiled by Ray Clayton and Doris Gansler. It contained essentials such as by-laws, policy statements, mission statements, strategic plans, organization structure, and history regarding our Local, District VIII, and National operations. It is now reviewed periodically by our Trustees and updated as appropriate.

The Surcharge

In June of 1993, Manual deTorres, Treasurer, received BOD approval to stop charging for meals at each dinner meeting and instead add a \$50 surcharge to annual dues. The surcharge permitted attendance and dinner at up to ten (10) monthly meetings without any additional charges vs. a \$25 fee for each meeting x 10 possible meetings or a potential saving of up to \$200. Its basic intent was to encourage better attendance at our regular monthly meetings. It also minimized administrative work at meetings.

President Elect

Looking forward to 1996 -97 elections, Manuel deTorres suggested and the BOD agreed, to create the position of President-Elect. This is the way National assured itself of candidates for and a smooth transition to the office of President. The by-laws were so modified by our membership.

Economics

January 1997 saw the first release of the **NAPM-NJ Report on Business**. This was accomplished in association with Dun & Bradstreet. Our own local committee included Manuel deTorres, Chair, Ray Clayton, Jim Milway, Victor Catalano and Virginia Kessler Carlson. Its format includes three economic sectors in addition to manufacturing. National soon after adopted a similar format.

Image

In an effort to broaden the image of our association in N.J. and purchasing in general, Manuel deTorres suggests and the BOD agrees to establish the “**Crystal Award** “ which is to be presented to a prominent corporate executive in N.J. who has supported and contributed to the corporate place, image, and functionally of purchasing. Crystal Award recipients to date are:

1997 - William J. Dougherty, Jr.	1998 - Douglas Greene
1999 - Robert M. Calabro	2000 - James McCue
2001 - Debra Bell	2002 - Elizabeth Banks
2003 - Jeanne Diefenderfer	2004 - Marc Marini
2005 – Stanley Grill	2006 – John Ruebush

Marketing

National established an Affiliate Support Grant Program in 1999 based on its own published “Marketing Plan for NAPM Affiliates.” The BOD authorized Ray Clayton to do a marketing survey, analyze it, and prepare a three (3) year marketing plan. Upon approval by the BOD, the plan was submitted to National for grant consideration by letter dated 4/12/00. Approval for up to \$3000 per year for three (3) years has been received. However, no actual dollars have yet been provided.

National and District Organization changes

Our association has provided five (5) District VIII Vice Presidents: Fred Esser; Rube Atkins; Walter Moon, C.P.M.; Robert Ackerman, C.P.M. and Raymond Clayton, C.P.M. The title District V.P. was changed to District Director beginning in 1992.

Other 1990 highlights:

- In June of 1993, Manuel deTorres, Treasurer, initiated a plan to add a \$50 surcharge to membership dues to cover the cost of 10 dinner meetings, with the intent that it would encourage better attendance.
- James Milway, C.P.M. elected the fifth winner of the “Wally Moon Award”.
- In August 1993, Doris Gansler, our fourth Executive Secretary, retires. Kathleen Perna appointed to replace her as Executive Manager.

- January 1995, shortly after completing two terms as President of NAPM-NJ, John Kiernan passed away.
- February, 1995 will be the 40th anniversary of the association.
- In March, 1995, a new Director-At-Large position on outreach was established. All directorships allowable under the by-laws are now filled.
- In late 1995, Raymond Clayton was nominated for the J. Shipman Award and received the District 8 Harry Erlicher Award. Also nominated for President-Elect of National.
- Discussions for a New Jersey business survey underway.
- In February, 1996 Manuel de Torres asked to board to establish a new board position. In order to reflect the structure of the National organization, a new position of President-Elect was established, to more adequately prepare the individual to ascent to the Presidency. The by-laws were amended to reflect this change. Victor Catalano elected to this office for the 1996-97 year.
- Discussions held on the creation of “Purchasing Executive of the Year” (Crystal Award). This award was initiated by President, Manuel de Torres.
- In January, 1997 the first Report on Business Survey was distributed to selected individuals. To be done on a quarterly basis, with results published in the press and Points of Purchase. Manuel de Torres added the Report on Business as a monthly agenda item.
- The Professional Development program continued to offer an expanded and diverse list of educational seminars to members and non-members to become a major factor in the educational programming of the Association. It has become a major base of preparation for the C.P.M. and A.P.P. certification programs. In February 1997, New Jersey listed 161 members with C.P.M. certifications, or 19% of total membership. A total of 27 seminars were scheduled for the 1996-97 year.
- National & District status-The National structure embraces 174 affiliated associations in 12 districts. We are part of District VIII which has 14 affiliates encompassing the states of New York and New Jersey. Each affiliate has the opportunity to provide District chair people at random and to nominate an Assistant District Director on a prescribed rotating schedule for a one (1) year term. The District Director sits on the National Board of Directors. The two (2) Assistant District Directors serving one (1) term during the District Director's two (2) year term become candidates for the office of District Director.
- In November, 1992, Wally Moon, “Mr. Value Analysis”, Past President and recipient of numerous awards, passed away.
- In September 1992, Raymond Clayton, C.P.M. compiled an NAPM-NJ manual of by-laws, history, mission statement, strategic plan and district and national associations, to be used as a guide for board members and chairs. To be kept current by the Trustees.
- New Director-At-Large position established for Environmental Issues. Victor Catalano appointed as first chairperson.
- Points of Purchase (newsletter) received the 1998 District VIII Award for “Best Affiliate Publication for 1998”
- Debora Csontos, C.P.M. received the 1998 District VIII Award for Pro-D Person of the Year.

- NAPM-NJ Report on Business (in association with Dun & Bradstreet) starts 3rd year of publication and is gaining recognition and respect in local media as well as within NAPM.
- NAPM-NJ moves offices from 66 Morris Avenue, Springfield, NJ to 10 Ilene Court, Unit #3, Belle Mead, New Jersey 08502. Telephone (908) 431-1100, Fax (908) 431-1122, E-mail: napm-nj@erols.com.
- Kathleen M. Perna was promoted to NAPM-NJ Executive Director.
- NAPM/NJ starts effort to determine interest in developing Buying Groups. R.A. Clayton is coordinator.
- Ray Clayton collects demographic information on our members and businesses (with 250 employees) by county. Such information, it is hope will lead to the development of a new Membership Drive.
- Wm. Miller Wood becomes President for 1998-99 & 1999-2000. Victor Catalano becomes DNA for 1998-99 & 1999-2000. Guy Haddix becomes President-Elect for 1998-99 & 1999-2000 and served on the District VIII Ad Hoc Reorganization Committee in 1998.
- Thomas Ribardo, C.P.M. received the 1999 District VIII Award for Program Person of Year.

2000 AND BEYOND

Dissolving Districts

In 2000 the National received membership approval to restructure its total organization and bylaws - to become effective at the May 2001 International Conference. Significant among the changes was the dissolution of the original District structure. Here-to-fore, each affiliate provided a Director for National Affairs (DNA) to sit on its District Council (ours was D - VIII) and the District Council elected a VP/Director to a two (2) year term. This person also served as a member of the National BOD. The new structure provides for the affiliates to connect directly with National through a newly organized Affiliate Support Council and BOD members are nominated by a National Nominating Committee and elected by members by proxy voting as in the corporate world.

Establishing the NY/NJ Forum

The District VIII Council at its Fall 2000 and Spring 2001 meetings agreed to transform into the New York/New Jersey Forum. This became official with the closing of District VIII books on June 30, 2001. The new forum received seed money from District VIII and conducted its first Summer training and education workshop during Fall 2001. Vic Catalano and Guy Haddix were instrumental in the transition from District to Forum and have become Forum officials for 2001 - 02.

District Service

While we were part of District VIII, five (5) of our NAPM-NJ members served as District VP/Directors and members of the National BOD. They are: Fred Esser and Rube Atkins (60's); Walter Moon, C.P.M. (1972); Robert Ackerman, C.P.M. (1982); and Ray Clayton, C.P.M., A.P.P. (1992 - 94 & 2000 -01). Ray is the only person in District VIII history to serve two

separate terms as District VP/Director and National BOD member.

Also, while part of District VIII, five (5) of our NAPM-NJ Members received its highest honor - the H. L. Erlicher Award. They are: Walter Moon (1974); Robert Ackerman (1987); Joseph Weinberg (1990); Ray Clayton (1996); Jim Milway (2000) and Vic Catalano-2004? Additional District VIII awards are recorded in Appendix B hereto.

J. Shipman Gold Medal

At the 2001 International Conference in Orlando, FL the then NAPM presented its highest honor - the J. Shipman Gold Medal - to Ray Clayton, C.P.M., A.P.P.

Our Heros

Past Presidents of NAPM-NJ- See separate report listed in Appendix A hereto.

Name Changes

The original Purchasing Agents Association of North Jersey changed its name to Purchasing Management Association of North Jersey, Inc. in 1969, to Purchasing Management Association of New Jersey, Inc. in 1977 and in 1990 changed its name to National Association of Purchasing Management- New Jersey, Inc. Such name changing was accomplished primarily to remain consistent with name changes of our national association.

NAPM/NJ History Update 2000 to 2005- by Jim Milway

My thanks go out to Kathleen M. Perna our current Executive Director for NAPM/NJ and all those who have contributed to the publication of minutes to each meeting and the Newsletter of NAPM/NJ, Inc. Kathy furnished me with CD's with information on both of these excellent sources of information from which I was able to provide the following update for this new millennium of NAPM/NJ's existence.

2000-2001

NAPM/NJ continues its strong participation in Environmental Issues under the direction of Joe Verga. We are active as an Association with the NJ DEP and the NJ Buy Recycled Business Network, know known as NJ Waste Wise Business Network.

Educational Liason is active under the leadership of Ray Clayton and Rob Lagarina and we continue to provide active interface with area universities and colleges.

Major organizational changes begin in governance process of ISM. District (our District VIII) functions change. Districts are eliminated and replace by Regional Conferences and our group reestablished as the NY/NJ Group a "Forum" organization with leadership help from Ray Clayton, Vic Catalano, Miller Wood and Guy Haddix.

ISM begins holding Regional Workshops to education Association Leaders. NAPM/NJ becomes very active in the NY/NJ Group which tries to continue all issues originally pursued by the old District VIII including it's Fall Spring and Summer Conferences.

NAPM/NJ 45th Anniversary recognized at the March Purchasing Month Annual meeting with Ray Clayton highlighting our History and recognizing Past President and other BOD members.

Our Marketing Plan gets review and up date. Trustees meet and update NAPM/NJ Manual and By Laws. Diversity continues under leadership of Beth Canning and awards partial scholarship of \$1500 to a candidate for the Tuck program at Dartmouth. And the NJ Report on Business under goes some revisions with Manny DeTorres leadership. Out Reach and Tom Schlobolm continue to provide support for our membership interested making career changes or in finding employment.

A Fall Trade Show and the Spring E-Commerce Services Fair become major educational and fund raising efforts guided by Kathy Perna, John Hanna and the Board of Directors.

Ray Clayton receives the highest award in the ISM World- The 2001 Shipman Award. Ray now holds the highest NAPM/NJ Award-The Wally Moon Award and the District VIII- "Harry Ehlicher Award.

June continues as or installation and recognition month highlight by the Crystal Award-

2001-2002

Participation in ISM Regional Workshops continues in some great places like New Orleans and Las Vegas. Several BOD members attend at ISM expense. We continue to maintain leadership and participation in NY/NJ Forum Group Meetings. And we continue to evaluate our Name Change options to ISM/NJ.

Supplier Table Top Program begins in 2002 as an opportunity to bring in revenues to offset increasing operational expenses and due to decline in local association memberships as a result of ISM introducing national memberships. An approved Supplier can purchase a table @ \$1500 to exhibit his company at one of our Dinner meetings.

Public Relations and Points of Purchase (POP)- continue to provide our membership with outstanding communications under the leadership of Katherine De Vogel. John Kalinowski - (PR), has purchase a digital camera to provide more pictures for our newsletter. POP is reviewing the change of distribution to on line email distribution to speed up and reduce cost in distribution.

Financial Issues and Budget concerns force us to look for innovative and cost efficiencies to maintain our outstanding service to our membership. A dues increase is authorized as our increases in seminars. Our Professional Development and Monthly Program Dinner Meetings and Forums continue to win awards and recognition for our Association. Membership under the leadership of Tom Romano continues to struggle with a declining membership base despite herculean efforts to promote membership. The economy continues to struggle and many company and industry consolidations affect our

membership and their ability to find time and resources to participate and support our activities.

2003-2004

Great Loss to NAPM/NJ, ISM and Humanity- Ray Clayton (1933-2003) dies. Tributes flow from all over the purchasing world. NY/NJ Forum Group names its top award after Ray. NAPM/NJ initiates the Ray Clayton Scholarship Award in Ray's honor. Ray's wife Bobbie presents the initial award at the September 2004 Meeting.

NAPM/NJ NJ Report on Business is discontinued reluctantly due to budget constraints. The efforts of the committee and early support by Dun & Bradstreet made it possible for us to provide a great service to our community. It was instrumental in establishing a forecast on both the manufacturing and service industries

New supplier recognition Award proposed and implemented- The Beacon Award to Outstanding Supplier of the Year was inaugurated in March 2004. The first recipient was the Beeline Company recommended by Merrill Lynch. The suggested criteria for this award is: a) Add Value to the Product, b) Reduce Inventories, c) Save Costs, d) Reduce Time Delays, e) Allow Customers To Customize Products, f) Provide Highly Effective Customer Services, and g) Create Collaboration & Trust.

Innovation Forum continues to be a major spring effort in April each year to both raise income but also provide an educational and informative opportunity for our members and for our Suppliers. The forum is advertised to Tri-state purchasing professionals. This year's emphasis was on Supply Chain Management. Rutgers Center for Management Development (RU CMD), participated at the forum and met with the Educational Relations committee establishing formal ties with NAPM/NJ and this committee to mutually promote educational opportunities for their students and our members.

Crystal Award- Jeannie Diefenderfer of Verizon Communications is Crystal Award recipient. Mary Turney of Telcordia Technologies was the chair and Mark Toedtmann, C.P.M. of Reckitt Benckiser was selected for the Luminaire Awards recipient.

ISM Regional Workshops continued with our members attending workshops in Las Vegas, New Orleans, and Washington, DC. NY/NJ Forum meeting continued with NAPM/NJ leadership and member participation.

NAPM/NJ Wally Moon Award- Miller Wood was chosen by the Trustees and received the award at the June 2004 meeting. NAPM/NJ received the ISM Affiliate Excellence Award and receives \$2500 and right to use AEA logo on our stationary.

Budget and Membership- Budgets still struggle with a 5% drop in membership and continuing increasing expenses. We are struggling looking for innovative ideas to increase membership and income producing programs.

2004-2005

Budget Adjustments- 2003-2004 ended up losing money. Cost containment and attempts at innovative income ideas are underway for the future. Membership dropped last year by 5%. Continuing need to promote membership and Pro D are being implemented. More ½ day Pro D seminars will be offered. At the end of the year it was reported that our financial efforts paid off and we were back in the black with an estimated \$9000 profit.

Website Committee Formed- (Kalinowski, Wood, Casale, DeTorres & Hanna) Efforts are underway to develop an program for getting advertisers on our website. A rate scale has been approved. And a trial has been established with a supplier

New Ventures Committee- formed to focus on fund raising activities for NAPM/NJ. One suggestion being explored is a “Reverse Trade Show”.

Name Change to ISM/New Jersey- Our board and members approved the change in November. Major work has been done to provide three year business, educational/activities, and financial/budget plans to ISM for approval of the name change by the ISM Affiliate Support Council.

On-Site Training –Explorations with several companies is underway to help us generate more income from our Pro D and training programs.

By-laws and Policy Changes–Trustees updated and the board and members approve in October 2004.

50th Anniversary Gala Committee- has been working far the past year. The event will take place on November 4, 2005 at Mead hall on the campus of Drew University. This will include an ad program, cocktail hour, dinner and dancing and historical pictorial presentation.

THE PAST IS PROLOGUE

Walter Moon said in 1978, “If every member will be an active member, the years ahead will yield even greater accomplishments and growth than we have seen thus far!” Wally’s words still ring true. This is our challenge. Let us continue to reach for the Moon!

JTM: 9/14/2005 6:42

MAY 2006

On May 6,2006 the ISM Board of Directors approved the name change to ISM – New Jersey, Inc.

Updated 9/2006