

MARCH 2008



Spotlight

ON ISM GROUPS AND FORUMS

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This publication is a report of current activities and information from the ISM Groups and Forums and is provided to the ISM membership. Articles are in alphabetical order by the Group or Forum name. Please take a look at what the Groups and Forums of interest to you are doing.

Chemical Group

Mission/Purpose

The objectives of the ISM Chemical Group are: to foster and promote the interchange of ideas and cooperation among its members; to disseminate information of interest and benefit to its members on subjects such as purchasing fundamentals, marketing, management, finance, market trends, various chemical products, materials management, distribution and transportation; to foster ethical supply management practices; to encourage the institution of courses and seminars in schools and other organizations for the practical training of supply management professionals; and to strive by all legitimate means to advance the supply management profession in the chemical industry.

2008 Winter Conference Report

The annual event was held in at the San Luis Resort Spa & Conference Center in Galveston, Texas, on February 28-29, 2008. The theme for this year's meeting was "Chemical Supply Management: The Future and the Challenges." As usual, there was an excellent panel of speakers who were arranged to give the conference participants an excellent overview of a number of current issues that are facing supply professionals in the chemicals and related industries.

Among the presentations that were given at the conference were the following:

Viewing the U.S. Economy through the ISM Report on Business®

Norbert Ore, C.P.M., group director, Georgia-Pacific LLC
chair, ISM Manufacturing Business Survey Committee

Post 9-11 Compliance Issues for Importing Chemicals into the U.S.

Tom Cook, CEO, American River International, Ltd.

EU's REACH Regulation and Its Impact on Supply Chain Management

John D. Mikan, CIH, Experien Health Sciences, Inc.

Chemical Industry Business Trends

Joseph Chang, editor, ICIS Chemical Business Americas

Sulfuric Acid Market

Dr. Robert Boyd, PentaSul Inc.

Chlor-Alkali Industry

Harry Thomas, business director, Chlorine and Derivatives, Occidental Chemical Corporation

Overview for State of Affairs for Liquefied Natural Gas

Kyle Sawyer, El Paso Corporation

Overview of the Oil Market (Availability and Pricing Forecast)

Ron Gist, Purvin & Gertz

Energy, Trading and Hedging

W. G. (Trey) Griggs III, Energy Risk Management, JAron Commodities Division, Goldman, Sachs & Co.

Presentations can be viewed by linking to the Chemical Group Web site at www.ism.ws/sites/chemicalgroup/.

Each attendee received 10.25 CEHs toward their C.P.M. recertification requirements. Please check the Chemical Group Web site at www.ism.ws/sites/chemicalgroup/ for updates on future conferences, or contact group chair, Glenda Cunningham, at 727/540-1381 or glenda.cunningham@tse-industries.com.

Submitted by Glenda Cunningham

Group Chair

Global Group

The ISM Global Group is excited about 2008 and what it has to offer. We expect to build on our successes from last year, which included:

- The first conference of the ISM Global Group in Phoenix with more than 100 attendees.
- A re-launch of our Yahoo Group Discussion Group (<http://finance.groups.yahoo.com/group/ISMGlobalGroup/>), which has enlisted nearly a quarter of the active members of the Global Group and continues to be a resource to address questions and present challenges to peers.
- We initiated an educational partnership with the ISM Services Group, which promises to bring the best of both Groups together and provide dynamic topics for 2008.

In the New Year, the uncertain economic situation in world markets makes membership in the Global Group more vital than ever. Our members are always cognizant of changes in raw materials supply, currency fluctuations and even political situations that impact supply chain managers. Perhaps you may think events happening in a time zone far, far away won't impact your business, but think again. Our group is dedicated to educating members on issues which could potentially impact business in all markets, and we welcome newcomers looking for guidance. If you find yourself suddenly in a position of having to manage a purchase outside the U.S. and you are in need of guidance, our Group may be a great place to start, so check us out.

Submitted by James E. Martin

Group Chair

Hospitality Supply Management Forum

The mission of ISM's Hospitality Supply Management Forum (HSM) is to be the premier education and networking Forum for hospitality industry supply management. The HSM Forum supports its mission by offering a spring conference every year, providing a Web site to keep both members and potential members abreast of HSM Forum activities, and offering valuable resources that assist hospitality supply management professionals in their jobs and the CFPM certification.

2008 Spring Conference

Join Hospitality Supply Management Forum (HSM) for its 2008 Spring Conference at the Hilton Chicago from May 14-16, 2008. Choose from a smorgasbord of educational sessions on a range of topics from food safety to going green to contract negotiations. Session topics include:

- **Supply Economics: Trends From a Non-Manufacturing Perspective**
Get firsthand information and learn more about the ISM *Report on Business*® from a non-manufacturing perspective.
- **Food Recall Procedures and Related Outbreak Litigation**
Explore the potential legal liability that can arise when food products are subject to recall and discover the legal principles that apply.
- **Selecting a Safe Food Supplier**
This is a practical review of considerations when selecting a food supplier.
- **Minority Supplier Development: Recipes for Successful Growth Partnerships**
Learn the best practices for minority supplier development.
- **The Greening of Yellowstone National Park**
This session explains the unique challenges of going green in the world's first national park.
- **What's Your Type? Building Leadership Effectiveness Through the Myers-Briggs Type Indicator (MBTI)**
Joe Frodsham and Ashley Hollweg will lead this interactive session using the MBTI to drive greater self-awareness and insight into how to read, lead and work with the different people "types" in your work and life.
- **To Infinity and Beyond? – The Outlook for Commodity Input Costs in the Coming Year**
Join Bill Lapp as he offers his insight into what to expect in the coming year. Learn also what processes and methods you can implement in your own operation to mitigate these price increases.

Registration fee is \$449 (USD) for ISM members. Information on early registration discounts and team discounts is located online at www.ism.ws. Select Education — Seminars, Conferences.

Registered attendees may also take advantage of on-site CPSM, CPSM Bridge, C.P.M. and CFPM Testing. The Certified Purchasing Manager (C.P.M.) and the Certified Professional in Supply Management (CPSM) designations are globally the most

recognized designations for supply management professionals. These programs are designed for experienced supply managers, and focus on managerial and leadership skills, plus a variety of specialized functions designed to enhance the value of the profession. For more information on the C.P.M. and the CPSM, please visit ISM's Web site, www.ism.ws.

The Certified Foodservice Purchasing Manager (CFPM) was established by the Forum and is designed to measure and recognize excellence in foodservice purchasing. This test is offered only after the C.P.M. certification has been achieved and is based upon the book *Purchasing for Hospitality Operations* by Bill Virts. For more information on the CFPM, please visit our Web site at www.ism.ws/sites/hospitalitysupplymgmt.

Submitted by Karen Settlemyer

Forum Chair

Indirect-MRO Group

Reception at ISM's 93rd Annual Supply Management Conference

The Indirect-MRO Sourcing Group will sponsor a reception Monday, May 5, 2008 starting at 6:00 p.m. and continuing until 7:30 p.m. during ISM's 93rd Annual Supply Management Conference in St. Louis. The tentative location is at the Renaissance Grand Hotel in the Kingsbury Room on the 21st floor. This is a great opportunity to meet other professionals engaged in indirect sourcing. Networking is one of the best ways to discover new approaches to the challenges that we all face, so we hope that you will bring your issues, thoughts and suggestions for informal discussions. We look forward to seeing you there!

11th Annual Indirect-MRO Sourcing Conference

Planning for the 11th Annual Indirect-MRO Sourcing Conference is well underway. Current plans call for the conference to take place at the end of September in Denver. We are looking at hotels in downtown Denver, a location that will receive considerable attention as the location of the Democratic National Convention taking place about a month earlier. Last year's conference was very successful, with numerous sessions providing sound actionable approaches to indirect sourcing. The conference also featured round table discussions where attendees exchanged solutions to particularly vexing challenges. When you include plentiful opportunities for networking with other professionals, the conference always presents numerous opportunities for learning and enjoyment in your professional life. We look forward to your participation in the two-day conference, and you may want to extend the learning into one of the workshops that precede or follow the conference. Additional details will be forthcoming soon!

Submitted by Michael E. Smith, Ph.D.

Group Chair

Materials Management Group

The Materials Management Group (MMG) promotes professional development, best practices and networking opportunities in our broad profession. Our field encompasses all aspects of supply management, including production planning, inventory management, warehousing, traffic, transportation and other related activities. We are continuing to revitalize the MMG and invite you to participate with us. We are in the process of establishing closer ties with ISM affiliates and increasing MMG enrollment. Visit our Web site, www.ismmmg.org, and send us your materials-related questions or issues for commentary. We have a panel of materials management experts standing by to take your queries. We urge interested ISM members to enroll in the MMG through the ISM Web site, www.ism.ws. We want to hear from ISM members who would like to help represent the MMG in their area or internationally. We need more volunteers and more ideas on how we can add value for our members and profession. We are open to co-sponsoring events with ISM affiliates.

The MMG newsletter features articles by leading supply management professionals. Our editorial staff welcomes your articles. Contact us with your materials-related problems and questions. Also contact us to be added to the newsletter distribution list or for general inquiries. As a membership benefit and networking aid, we will be distributing our membership directory to MMG members only.

The MMG will sponsor several presenters at the 93rd Annual International Supply Management Conference and Educational Exhibit, May 4-7, 2008. In addition, we will hold a Group annual meeting during the Conference (time, date and location will be announced later).

Submitted by Dr. Ken Killen, C.P.M.

Group Chair

Minority and Women's Business Development Group

Mission Statement

The mission of the ISM Minority and Women's Business Development Group (MWBDG) is to educate, motivate and provide leadership and expertise to ISM members in order to drive minority and women's business initiatives.

McDonald Award

This award is given in honor of the first chair of the MWBDG, Charles J. McDonald Jr., and is presented annually to an ISM member in recognition of exemplary contributions in minority and women's business development. The presentation will be made at the annual Conference in St. Louis.

Pre-Conference Seminars

The MWBDG will conduct a pre-Conference seminar on Saturday, May 3, 2008 in St. Louis, prior to the ISM annual Conference. The session, program #4321, is titled "How to Develop and

Manage a Supplier Diversity Program.” The seminar is developed especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company’s supply chain process. Attendees will discover how to develop, manage and grow a minority and women’s supplier program that contributes to organizational objectives and that supports organizational strategies.

Annual Meeting

The annual meeting of the MWBDG is scheduled for Sunday evening, May 4, 2008, during the ISM annual Conference. The agenda for the annual meeting is the election of officers, a review of this year’s strategic plan and the introduction of the current board members.

Networking Reception

The annual meeting will be followed by our networking reception, which provides the opportunity for Conference attendees to chat with Group members and guests about supplier diversity. You will also have an opportunity to meet the 2008 McDonald Award recipient. Details on time and location will be sent out electronically.

MWBDG Web site

Please visit our Group web site at www.mwbdg.com. It includes information about our board of directors, the strategic plan, membership, education and training, how to establish an affiliate Minority and Women’s Business Development Group or Committee, Awards and Recognitions, Frequently Asked Questions, and a Resources page with contact information for numerous organizations, as well as definitions of initialisms and acronyms, all relevant to supplier diversity. Also posted are recent issues of our newsletter.

Speakers Available

ISM affiliates and other Groups and Forums should keep in mind that most MWBDG board members are available to speak on issues revolving around supplier diversity strategies — in particular, minority and women’s business development. The board is made up of representatives from various industries, major organizations, educational institutions and the media.

Submitted by Ginger Conrad
Group Public Relations Chair

Pharmaceutical Forum

Pharmaceutical Forum Mission

The mission of the Pharmaceutical Forum is to further advance the pharmaceutical procurement profession by implementing best-in-class practices, conducting leading-edge workshops, funding supply management educational grants and promoting the growth of key minority, small, disadvantaged, woman-owned, veteran-owned, service disabled-veteran owned small businesses.

Pharmaceutical Forum Activity

Members of the Pharmaceutical Forum represent mid- to large-sized pharmaceutical/biotech companies and meet at least three times a year. At the Forum’s recent meeting in December at ISM headquarters in Tempe, Arizona, several presentations were made to the Forum to introduce new tools available for assessing and developing supply management professionals. Also, Dr. Steven Wade, of CAPS Research, led a discussion on procurement transformation strategies. The Forum will meet informally at the ISM International Conference in May, and formally at Millennium Pharmaceutical in June.

2007 Strategic Sourcing Summit and Showcase

The Pharmaceutical Forum once again teamed with the ISM Chemical Group and the Drug, Chemical and Associated Technologies (DCAT) organization to present the 2007 Strategic Sourcing Summit & Showcase in New Brunswick, New Jersey last October. More than 200 supply management professionals participated in a two-and-a-half day program which provided best practices in the transformation of global procurement, assessing and managing supply chain risk, outsourcing and change management. Procurement executives from such leading companies as GlaxoSmith-Kline, Pfizer, Colgate-Palmolive, The Dow Chemical Company, Wyeth and Amgen shared insights and antidotes to supply management success. The 2008 Strategic Sourcing Summit and Showcase is scheduled for October 28-29, 2008, at The Hyatt Hotel, New Brunswick, New Jersey. Keep an eye out in the calendar section of the ISM web site as well as www.dcat.org for details.

Scholarship Activity

In 2007, The Pharmaceutical Forum met its goal of fully funding a \$50,000 endowment at Arizona State University. The endowment also made its first scholarship award, to Connie Burdis. Burdis, along with Dr. Joe Carter and Dr. Craig Kirkwood, both of the Department of Supply Chain Management at Arizona State University, joined the Pharmaceutical Forum in December to explore collaboration opportunities between the Pharmaceutical Forum and the university, with the goal of providing students with exposure to real-world issues, gaining collective knowledge of their research and solutions, as well as providing students visibility to corporate supply management leaders.

The endowment at Arizona State University is the third the Pharmaceutical Forum has funded; the two others are at North Carolina State University and Bowling Green State University. At the December meeting, the Pharmaceutical Forum members voted to initiate the funding of a fourth endowment this coming year, with Rutgers University the intended recipient of the newest endowment.

Supplier Diversity Sub-Committee

The Supplier Diversity Pharmaceutical Forum Sub-Committee mission is to benchmark best practices of supplier diversity programs among pharmaceutical peers and across different industry

groups, and to provide outreach support to small, minority, veteran, service-disabled veteran, women, HUBZone and disadvantaged businesses.

As part of its support and outreach program, the Subcommittee announced this fall that they awarded a minority scholarship to Tom Wren, CEO of AECsoft USA, Inc., for attendance at the executive education program at Tuck School of Business at Dartmouth College.

Submitted by Christopher Silva, C.P.M.
Secretary/Treasurer

Services Group

The ISM Services Group is a membership organization for supply management professionals who are responsible for services sourcing within their organization or who work for service-based organizations. Our membership has grown to over 1,000 members. Membership is open to all interested ISM members for no additional charge.

The Group was organized by services procurement professionals in order to create a forum in which to share best practices, experiences and ideas about this growing segment of procurement. We are dedicated to the professional growth of our members and host an annual Services Conference where members gather to hear speakers discuss leading-edge best practices and emerging ideas in services procurement. In addition, we also sponsor a recommended set of speakers for the ISM International Conference each year. We host chat sessions on a wide range of services procurement topics throughout the year.

At our Services Group Conference in November 2007, we proudly announced the winners of the 2007 University Relations Scholarships. Each student received \$1,500 plus a sponsored registration and travel allowance to the ISM Services Conference, November 29-30, 2007 in Phoenix.

The Group's university relations efforts focus on four main areas: mentoring, internships, scholarships and on-site activities. The Group established the scholarship program in 2005 with two scholarships and has expanded the program to 13 scholarships.

For more information about our activities, please visit our Web site, www.ismservicesgroup.com.

Submitted by Peter O'Reilly, C.P.M.
Group Chair

Supplier Management Group

The Supplier Management Group has had a flurry of activity lately! This Group provides a forum and environment conducive to the mutual exchange of information relative to supplier management programs, metrics, processes and tools.

We have two sub-teams that are actively engaged. One team is focused on outreach and recruiting new members into our team; the other is working on building a Supplier Management Maturity Model. The size of our Group has doubled since the end of 2007 thanks to the efforts of George Mobilio and the outreach

team. The model development team, with Rick Ankrum leading the way, is working aggressively toward delivering the maturity model, which will be presented at our ISM Annual Meeting in St. Louis. The goal is to develop a maturity model that provides methods for assessing and developing capabilities that enhance an organization's ability to manage its suppliers successfully, consistently and predictably in order to accomplish the strategies of the organization and improve organizational effectiveness.

We have collected sample models and white papers from several sources and are putting together a maturity model which will allow companies to gauge where they are on the scale with respect to their own programs, as well as have resources available to assist in starting or enhancing supplier management efforts.

We will be having a group meeting in St. Louis, so stay tuned for details! Anyone who is interested in participating in our activities, please feel free to reach out to me.

Submitted by Pat Birmingham
Group Chair

Utility Purchasing Management Group

The Utility Purchasing Management Group met this past October in Atlanta. It was one of the best-attended conferences in recent years. Senator Bill Bradley met with the UPMG Executive Committee and opened the conference with a keynote address based on the challenges we face as a global community. After the conclusion of a successful conference, work began on the 2008 conference.

The Next-Generation Supply Chain

UPMG's annual educational conference is a major event in the utility industry. This year's program will feature 11 hours of educational programming and opportunities for peer-to-peer networking. This will be the 77th annual conference and will be held at the San Francisco Marriott Hotel, September 14-16, 2008. The theme "Next-Generation Supply Chain" is built on the need for supply chain professionals to look into the future and take action today. Featured sessions will include:

- **CPO Roundtable** — Find out what's on the mind of the chief procurement officers of some of the largest utilities in North America.
- **Future Expectations for Chief Procurement Officers** — A futuristic look at the professional development that will be required to meet the challenges of the near future.
- **Living in Exponential Times** — An interesting look at the impact our companies have today on our children tomorrow.
- **The Future of Supply Chain Management** — A study showing the changes brought about by global sourcing, management trends and the greening of the supply chain.
- Other topics will include green supply chain practices and topics related to coal and nuclear power generation and transmission and distribution.

To register for the conference or for more information, please visit our Web site at www.upmg.org or www.upmg.com. Please send questions to info@upmg.com.

Forging Strategic Relationships Since 1924

The UPMG was founded as a forum in 1924 to implement industry-wide programs focused on the education and personal development of those involved in supply chain management for the electric, gas, generation and water utility industries. Current participants in UPMG are from the U.S., Canada, Mexico and the Caribbean. The UPMG's primary activities include an annual educational conference, benchmarking study and charity golf tournament.

Benchmarking Study

2008 represents the fifth year that UPMG has partnered with Applied Energy Group to conduct a comprehensive supply chain metrics benchmarking study for the electric and gas utility industry. This study includes generation and transmission/distribution. In this study, a large amount of data is collected from each of the participating companies. It is then analyzed and, during a post-conference session, the data is presented to the study participants and discussed. The next benchmarking study will open in the spring of 2008.

Annual Charity Golf Tournament

Nine years ago, UPMG began a golf tournament just prior to the opening welcome reception of its annual conference. After a few years, that tournament became a charity event. Through 2007 the annual UPMG Charity Golf Tournament has raised \$40,000 for various local charities in the cities where the conference was held. A few days after the 2006 UPMG Conference in Boston, Craig McMahan, an officer of UPMG, passed away from a sudden heart attack. In his memory, the 2007 tournament was held to benefit the American Heart Association. To participate in this year's tournament, register at www.upmg.org.

Staying in Touch

Keep yourself informed about UPMG, the annual conference, benchmarking and other opportunities by signing up for more information at www.upmg.org.

Make Plans

The 77th Annual UPMG Conference will be held in San Francisco, September 14-16, 2008 — mark your calendar now!

Submitted by Edward J. Sampson
Forum Chair

A brief description for each of ISM's Groups and Forums is provided on page 12. You can become a member now by signing up using the enrollment form on page 13, or online at www.ism.ws – Members Only – Affiliates, Groups and Forums – Group/Forum Enrollment Form.

Be an applicant for the 2009 ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management.

The application period opens on July 1, 2008 for the fourth annual ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management.

This prestigious awards program, named for supply management leader and innovator R. Gene Richter (1937-2003), recognizes leadership and innovation in supply management. The goal of the program is to further the understanding and importance of supply management to business success.

Award-winning supply organizations are selected from applications received in four categories: Process; Technology; People; and Organization/Structure. The 2007 Richter Corporate Award recipients were:

Alltel Wireless (Technology)

BP p.l.c. (People)

Johnson & Johnson (Process)

Winners of the 2008 awards will be announced at a dinner on May 5, 2008 in St. Louis. Winning organizations will present workshops on Tuesday, May 6, 2008 at the ISM Annual International Supply Management Conference.

Ensure your organization has the chance to be a part of a key program. Submit an application of innovation and leadership. You can sign up to be notified of the open application period at www.ism.ws/RichterAwards/RichterRequestForm.cfm.

Attention Instructors Interested in Teaching CPSM Reviews — New Train-the-Trainer Program Developed Just For You!

Register for a free program to learn how to teach CPSM reviews and get all the materials you need to teach. Be one of the first to take advantage of ISM's CPSM Train-the-Trainer (T³) Program, being offered free by ISM. For the first time, ISM has developed CPSM training materials ("courseware") for you to use in designing and teaching CPSM review courses. The courseware includes all teaching preparation and materials you can copy and use as is when developing and delivering CPSM review programs. We will be offering several two-day programs throughout the spring and summer. The program briefly reviews CPSM Exam development, then showcases content surrounding the entire CPSM Exam spec, with review questions, case studies (with questions, answers, answer rationale and teaching notes) and sample questions for each task. Additionally, we provide all the PowerPoint slides you will need to present the entire program, a complete instructor guide including all the content and timing for each section of the course, and a participant workbook you can copy and provide to all attendees at your programs. As a bonus, those attending the full two-day program are listed as CPSM review course providers on ISM's Web site! **Note:** *The CPSM Study Guide is a required text for this program.*

Register for and attend this program to receive:

- Comprehensive Instructor Manual/Teaching Guide with detailed information and teaching notes about each task in the CPSM Exam Specification.
- For each:
 - Review questions
 - Case studies, with questions to pose to your class, answers to questions with rationale for each, and teaching notes
 - Sample questions formatted similar to exam questions
- Access to digital copies of all PowerPoint slides needed for the program
- Comprehensive Participant Manual to be used for those attending the courses you instruct
- Permission to copy as many Participant Manuals as you need when teaching the program
- Listing on ISM's Web site indicating you attended the Train-the-Trainer program (*must attend the full two-day program to be included)

Please also note that the new CPSM *Study Guide* is a required text for this course. Please bring your copy along to the program.

Schedule/Instructor			
Seminar #	Dates	Program	Location
4300	May 1-2, 2008	Full 2-day	St. Louis, MO
4301	May 8-9, 2008	Full 2-day	St. Louis, MO
4291	May 21, 2008	Full 2-day	Chicago, IL
4295	June 26-27, 2008 (1½ day program only); 12 CEHs	Full 1 1/2-day (1/2 day 6/27; done by 11am)	Charlotte, NC
4292	June 30, 2008	Full 2-day	Dallas, TX
4296	July 23-24, 2008	Full 2-day	Boston, MA
4297	August 3, 2008	1-day	Las Vegas, NV
4298	September 16-17, 2008	Full 2-day	Tempe, AZ
4299	December 2-3, 2008	Full 2-day	Phoenix, AZ

THE CERTIFIED PROFESSIONAL IN SUPPLY MANAGEMENT (CPSM)

A certification, a degree and relevant experience are key to get in the employment door, to get promoted and to get the higher salary you deserve. Make sure you are qualified for high-level positions or prepared to compete if your company downsizes.



- If you had to find a new employer, would you be competitive against other candidates — even in a new industry?
- If your responsibilities expand, are you knowledgeable in all the components of supply management?
- Is your education, experience and level of certification sufficient to meet the needs of your organization?
- Do you have what it takes to positively impact your supply chain?
- Does your employer consider you promotable?

As the responsibilities of supply management professionals have grown, so has the need to prepare for higher levels of responsibility. In support of its mission to lead supply management, ISM has created the CPSM to ensure that you are ready for the transformation from procurement to supply management. Dare to Lead supply management by setting yourself apart from the competition.

During unstable economic times, organizations depend on experienced supply management professionals like you for innovative answers to hard-hitting business challenges. Executive management will come to supply professionals to make an impact on the bottom line more than ever before.

The new CPSM is endorsed by business leaders and thought-leaders across the globe. It encompasses the expanded knowledge, skills and abilities necessary to excel in strategic supply management. Employers already require or at least prefer job candidates who are certified. Make sure that you are ready for higher-level positions and prepared to compete if your company has to downsize. Dare to be one of the first to earn the profession's most strategic qualification!

ISM-Sponsored CPSM and CPSM Bridge Exam Testing Locations

ISM has sponsored CPSM testing at several of our popular events. Take the CPSM Exams at the introductory rate at the events listed at right. Please visit the ISM Web site under the specified event to register for the exams.

Beginning in the late summer, computer-based testing will become available for the CPSM at the standard price of **\$180 members/\$265 nonmembers**. More details to come.

CPSM and C.P.M. Conference Exam Special

Testing takes place for both the new CPSM and the C.P.M. at the 93rd Annual International Supply Management Conference in St. Louis. C.P.M. testing is Saturday, May 3, 2008 and CPSM testing is Wednesday, May 7, 2008.

When you register for the entire Conference or a 2- or 3-day pre-Conference seminar, you may take up to two exams at a significantly reduced rate. Registration for testing and the Conference are available online at www.ism.ws or call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.

The C.P.M. Advantage to Earning the CPSM

ONE single exam! If you are a C.P.M. in good standing and have a bachelor's degree from a regionally accredited institution (or international equivalent), you have the advantage of taking one Bridge Exam.

The CPSM Bridge Exam is offered for the first time at ISM's 93rd Annual International Supply Management Conference in St. Louis. It is a single exam covering contemporary content and material not covered in the current C.P.M. The Bridge Exam will be held on Wednesday, May 7, 2008.

Don't forget if you register for the entire Conference or a 2- or 3-day pre-conference seminar, you may take up to two exams at a significantly reduced rate. Registration for testing and the Conference are available online at www.ism.ws or call ISM Customer Service at 800/888-752-6276 or 480/752-6276, extension 401.

CPSM Exams			
Dates	Event	Location	Exams
5/7/2008	ISM 93rd Annual International Supply Management Conference	St. Louis, MO	Exams 1-3 and Bridge
5/14/2008	Hospitality Supply Management Forum	Chicago, IL	Exams 1-3 only
6/26/2008	Charlotte Leadership Workshop	Charlotte, NC	Exams 1-3 and Bridge
6/29/2008	Charlotte Leadership Workshop	Charlotte, NC	Exams 1-3 and Bridge
7/22/2008	Boston Leadership Workshop	Boston, MA	Exams 1-3 and Bridge
7/23/2008	Boston Leadership Workshop	Boston, MA	Exams 1-3 and Bridge
7/25/2008	Boston Leadership Workshop	Boston, MA	Exam 3 and Bridge only
8/1/2008	Las Vegas Leadership Workshop	Las Vegas, NV	Exam 3 and Bridge only
8/3/2008	Las Vegas Leadership Workshop	Las Vegas, NV	Exams 1-3 and Bridge
<p>Cost: \$90 member/\$135 nonmember (paper and pencil test only) Advance registration required.</p>			

ISM Professional Development Services (formerly ISM Onsite and Virtual Education)

Training You Want — On Your Schedule — At Your Location — In Your Language

ISM's Onsite and Virtual Education department has changed its name to ISM Professional Development Services. We've redesigned our pages on ISM's Web site, streamlining our program information to help you better understand your professional development needs and how we can help you accomplish your goals. You can access ISM's Professional Development Services on ISM's Web site by visiting www.ism.ws, Education, Professional Development Services.

Professional Development programs strengthen your organization by building and aligning the talent and resources needed to increase efficiency across the entire supply chain. From off-the-shelf courses to fully tailored programs that include blended content and delivery options, ISM is dedicated to preparing your team's contribution toward your organization's dynamic future. Our programs also represent a green, sustainable solution to your organization's professional development. By eliminating transportation costs involved and holding training on your own schedule and location, you reduce your organization's carbon footprint.

Two new additions to the ISM Professional Development Services area on our Web site include:

- SMART — ISM Assessment Tool
- Supply Management Professional Development Paths

SMART — ISM Assessment Tool

SMART, ISM's new Supply Management Assessment Tool, appraises your supply team's skill level, uncovers knowledge gaps and assists you in prioritizing your professional development initiatives. Developed through research studies and expert focus groups that evaluated tasks within the profession, SMART helps align management and staff duties and expectations. It also identifies educational opportunities that will help you develop a stronger supply management operation. SMART consists of numerous supply management topics identified by ISM from an extensive analysis of the supply management field.

ISM Supply Management Professional Development Paths

The ISM Supply Management Professional Development Paths document was created by ISM to provide direction and guidance to individuals and organizations looking to build a comprehensive professional development program. Our aim was to stimulate thought and provide direction from which professional development goals and objectives can be established for an individual or the entire organization.

For additional information, contact: Rene Yates, C.P.M., manager, Professional Development Services, 800/888-6276 or 480/752-6276, extension 3080, ryates@ism.ws, or Toni Caserta, manager, Professional Development Services, 800/888-6276 or 480/752-6276, extension 3095, acaserta@ism.ws.



Up and down the supply chain — from Abkhazia to Zimbabwe — leaders are in high demand. Thanks to the Institute for Supply Management™ this demand is being met.

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Distribution > Inventory Control > Investment Recovery/Disposition > Logistics > Manufacturing > Materials Management > Packaging
Purchasing > Product/Service Development > Quality > Receiving > Strategic Sourcing > Transportation > Warehousing

GROUP AND FORUM CHAIRS

Forums

Association Management Forum

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Hospitality Supply Management Forum

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New York/New Jersey Forum

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Petroleum Industries Buyers Forum

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Pharmaceutical Forum

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Southwest Forum

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Steel Buyers Forum

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Utility Purchasing Management Group Forum

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Groups

Chemical Group

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Electronic Supply Management Group

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Federal Acquisition and Subcontract Management Group

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Global Group

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Indirect-MRO Group

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Logistics and Transportation Group

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Materials Management Group

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Medical Industry Group

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Minority and Women's Business Development Group

Corina Gallegos
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Northeast Supply Management Group

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Services Group

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Supplier Management Group

Patricia Birmingham
Pfizer, Inc
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Women in Leadership Group

Lori Sisk, C.P.M., A.P.P.
Phone: 586/764-3139
E-Mail: lorisisk@hotmail.com

For a complete listing of Group and Forum officers, visit the ISM Home Page (www.ism.ws); go to Members Only; on the foldout menu, select Affiliates, Groups & Forums — you'll need your ISM ID number — then select Group and Forum Officers.

To access an ISM Group or Forum Web site:

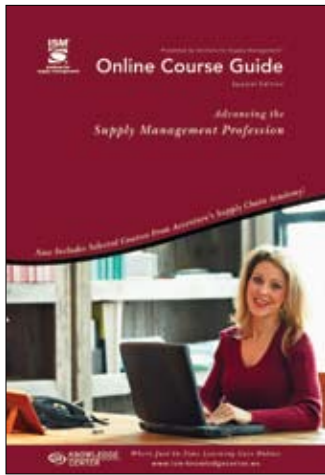
1. Go to www.ism.ws.
2. Select **About ISM**.
3. Select **ISM Group and Forum Web Sites**.
4. Then select the **Group** or **Forum** of your choice.

To access an ISM Discussion Forum:

1. Go to www.ism.ws.
2. Select **Members Only**.
3. On foldout menu, select **Discussion Forum**.
4. Scroll down and choose the **Discussion** of your choice.

Consider the benefits of belonging to one of ISM's Groups or Forums. Complete the form on page 13 and return it to ISM or submit one online at www.ism.ws – Members Only – Affiliates, Groups and Forums – Group/Forum Enrollment Form. You will be added to the membership roster of the Group or Forum indicated on your enrollment form.

ISM Knowledge Center



ISM recently enhanced the Knowledge Center with a new learning environment, and we've expanded our class offerings to now include Accenture's Supply Chain Academy (SCA) courses. Global in scope, these courses were developed by experts from more than 30 leading organizations, professional associations, industry consortia and educational institutions.

Knowledge Center courses are self-directed and allow you to learn at your own pace. Courses are also convenient because all you need is a computer with an Internet connection. They are cost-effective because travel is not required. And, you earn Continuing Education Hours for every course that you complete.

**Get your copy of the Online Course Guide today.
Visit the Knowledge Center at www.knowledgecenter.ws.**

SELF-DIRECTED COURSES ARE AVAILABLE IN THESE TOPIC AREAS:

Career Development

Cost/Price Strategies

Finance and Economics

Globalization/International

Government

Legal

Logistics/Transportation

Manufacturing

Negotiations

Physical Resource Management

Product Development

Project Management

Qualification/Certification

Quality

Services Purchasing

Social Responsibility

Sourcing Strategies

Supplier Relationships

Supply Chain Management:
Concepts & Processes

Supply Chain Management:
Planning

Technology



*Where just-in-time learning
goes online!*

More than 90 percent of ISM's online students recommend or strongly recommend taking a Knowledge Center course!

To register, visit the Knowledge Center today at www.ism-knowledgecenter.ws.

For additional information, contact Customer Service at 800/888-6276 or 480/752-6276, extension 401.

About ISM's Groups and Forums

GROUPS:

ISM Groups are comprised of members with common interests in education and networking in various topics. Group membership is **open** to all ISM Regular and Direct members.

Chemical Group

Supply management professionals of chemicals, drugs, pharmaceuticals and allied products companies.

Electronic Supply Management Group

Comprised of members who have an interest in all types of supply management opportunities on the Internet.

Federal Acquisition and Subcontract Management Group

Network on governmental control of the procurement and subcontract management process and members' influence on its dominance.

Medical Industry Group

For those with an interest in purchasing and supply management for hospitals and similar institutions, and for supply management professionals for manufacturers and distributors of healthcare products and services.

Minority and Women's Business Development Group

To educate and offer guidance regarding development and/or implementation of meaningful minority supply management programs providing business opportunities for minority- and women-owned firms.

Northeast Supply Management Group

Comprised of members who have an interest in the interchange of ideas and knowledge that are specific to industries and commodities within the Northeast United States.

FORUMS:

ISM Forums are comprised of members who are employed in a specific sector and come together for the sole purpose of exchanging information and ideas about supply management in that specific sector. Forum membership is **limited**.

Association Management Forum

Represents those members of ISM who are involved, either as employees or volunteers, with the management of their affiliate.

Hospitality Supply Management Forum

Supply management professionals, including foodservice purchasing managers, in the hospitality sector.

New York/New Jersey Forum

Represents members of ISM who are members of affiliates in New York and New Jersey.

Petroleum Industries Buyers Forum

Supply management professionals who work for refining companies and petroleum product producers.

Pharmaceutical Forum

Comprised of members having supply management responsibility within the research-based pharmaceutical and biotech industry.

Southwest Forum

Represents those affiliate members of ISM in the area encompassing Kansas, Louisiana, New Mexico, Oklahoma and Texas, and is committed to provide the highest level of educational development opportunities to every purchasing and supply management professional within this geographic area.

Steel Buyers Forum

Supply management professionals who work with the steel industry, steel buyers and local steel buyers groups to promote a better understanding of the steel buying function. Prospective members should represent a major steel products consumer and be responsible for the purchase of a minimum of 50,000 tons of carbon steel or the dollar equivalent in specialty steels.

Utility Purchasing Management Group Forum

Officers, managers and employees of gas and electric utilities who are directly involved in purchasing or supply management.

If you are interested in volunteering for a leadership position in an ISM Group or Forum, please contact Sue Seeley at 800/888-6276, extension 3062, or via e-mail at sseeley@ism.ws.

Global Group

Comprised of members who have the responsibility for the purchasing of global products and services.

Indirect-MRO Group

Supply management professionals involved in the procurement of indirect materials and MRO supplies versus the raw materials directly contained in the finished product.

Logistics and Transportation

Comprised of members who have responsibility for buying transportation or logistics services.

Materials Management Group

Promotes the proper utilization of the management of materials and services in the corporate structure through training, education and professional promotion.

Services Group

Promotes a focus on providing best-practices information to its members who are in service industries or who buy services.

Supplier Management Group

Provides an educational network for communication among members who have formed or are forming supplier management organizations.

Women in Leadership Group

Provides an opportunity to educate members and companies on how to better develop and advance women within the supply management profession.

ISM Group/Forum Enrollment Form

Groups and Forums offer their members the opportunity to promote the interchange of ideas and discussion of mutual challenges in their special area of interest.

To become a member of a Special-Interest Group or Forum, "X" the one that best represents your industry.

GROUPS

ISM Groups are comprised of members with common interests in education and networking in various topics. Group membership is open to all ISM Regular and Direct members.

- | | | |
|---|--|--|
| <input type="checkbox"/> Chemical | <input type="checkbox"/> Logistics and Transportation | <input type="checkbox"/> Northeast Supply Management |
| <input type="checkbox"/> Electronic Supply Management | <input type="checkbox"/> Materials Management | <input type="checkbox"/> Services |
| <input type="checkbox"/> Federal Acquisition and Subcontract Management | <input type="checkbox"/> Medical Industry | <input type="checkbox"/> Supplier Management |
| <input type="checkbox"/> Global | <input type="checkbox"/> Minority and Women's Business Development | <input type="checkbox"/> Women in Leadership |
| <input type="checkbox"/> Indirect-MRO | | |

FORUMS

ISM Forums are comprised of members who are empowered in a specific sector and come together for the sole purpose of exchanging information and ideas about supply management in that specific sector. Forum membership is limited.

- | | | |
|--|--|--|
| <input type="checkbox"/> Association Management | <input type="checkbox"/> Petroleum Industries Buyers | <input type="checkbox"/> Steel Buyers |
| <input type="checkbox"/> Hospitality Supply Management | <input type="checkbox"/> Pharmaceutical | <input type="checkbox"/> Utility Purchasing Management Group |
| <input type="checkbox"/> New York/New Jersey | <input type="checkbox"/> Southwest | |

After submitting this form, your name will be added to the appropriate Group/Forum membership roster.

Your ISM ID Number: _____ Dr. ___ Mr. ___ Mrs. ___ Ms. ___ Miss ___

First Name: _____ M.I.: _____ Last Name: _____

Organization Name: _____ Title: _____

Mailing Address: Business _____ Home _____ C.P.M. _____ A.P.P. _____

Address: _____

City: _____ State: _____ ZIP Code (+ four): _____ - _____

Telephone: _____ Fax: _____

E-Mail Address: _____

ONLINE ENROLLMENTS: Visit www.ism.ws; go to Members Only; on the foldout menu, select Affiliates, Groups & Forums — you'll need your ISM ID number — then select Group/Forum Enrollment Form.

MAIL OR FAX TO: ISM Affiliate Support, P.O. Box 22160, Tempe, AZ 85285-2160

FAX: 480/752-7890