

APRIL 2009



Spotlight

ON ISM GROUPS AND FORUMS



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www.ism.ws

This publication is a report of current activities and information from the ISM Special Interest 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.

2009 Fall Sourcing Summit

Together with the Drug, Chemical and Associated Technologies organization (DCAT), the ISM Chemical Group is pleased to announce that the dates of the annual Strategic Sourcing Summit & Showcase have been set. This event is a joint effort between DCAT, the ISM Chemical Group and the ISM Pharmaceutical Forum, and will be held November 4-5, 2009 at the Hyatt Regency Hotel in New Brunswick, New Jersey.

Please visit the Chemical Group Web site (www.ism.ws/sites/chemicalgroup/Newsletter.htm) for future registration and program information, or visit the DCAT Web site (www.dcat.org/).

Winter ISM Chemical Group Conference

The 2009 Winter Chemical Group Conference took place on February 12-13, 2009 in New Orleans. This year's event — "The Chemical Industry: Jazzed for Growth" — featured a program with topics that included "10 Fundamental Strategies and Best Practices of Supply Chain Organizations," "Creating a Compliance Program for a Global Supply Chain" and "The Future of Oil and Natural Gas Supply". During the event, a dinner tour of New Orleans was arranged for

conference attendees, allowing them to sample the cuisine, music and cultural history for which New Orleans remains famous.

We currently are looking at possible dates and venues for the 2010 conference — keep an eye on your e-mail inbox for date, location and program information about this event as they become available.

Submitted by Glenda S Cunningham, C.P.M.
Group Chair

Federal Acquisition and Subcontract Management Group (FASMG)

Join the FASMG for a networking reception at the 94th International Supply Management Conference on Sunday, May 3, 2009 from 5:00-6:30 p.m. (The exact location of the reception will be announced in the conference program.)

Come and network with fellow supply management professionals involved in acquisition and contract management at the federal agency, prime contractor or subcontractor level. Our Group serves to facilitate the networking of those ISM members involved in federal acquisition and subcontract management. Membership in FASMG is free and is one of the benefits of your membership in ISM.

FASMG's diverse membership base is actively involved at various stages, including the prime and subcontract levels of contracting for goods, software and/or services for ultimate use by federal, state or local governments. Our members are involved in domestic and international markets including those governed by various federal governmental regulations. Our Group also discusses the commercial terms and conditions and processes which sometimes find their genesis in commercial item acquisition by the federal government.

See you all at the Conference in Charlotte!

Submitted by Dr. Rene G. Rendon, CPSM, C.P.M., CPCM, PMP
Group Chair

Global Group

2008 was quite a year and I can say with great certitude — I'm glad it's gone. 2009 is proving to be just as challenging trying to manage global markets, suppliers and commodities, so the need for a good sense of global activities is more critical than ever to successful supply management. Participation in the ISM Global Group is a great way to stay informed.

Our Group held its second conference this past September and, despite the pressures of the recession, we topped our attendance goals and had an excellent and engaging agenda. It was also the most "global," as participants from Europe, Asia and the Caribbean joined us to share their perspectives and how they do business with U.S. companies. It was all very successful, and we are back to the drawing board working on this year's gathering, set to take place in Phoenix in September. More details will be forthcoming.

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 an annual spring conference, 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 through professional certification.

2009 Spring Conference

The 2009 Hospitality Supply Management Conference will be held May 13-15, 2009 in downtown Chicago. The focus of the event will be on the challenges and solutions for today's hospitality supply manager. The presentations planned for the event include: The Effect of Industry and Demographic Trends on Food Safety, Sustainability and Going Green, and Equipment Update and Trends.

Exclusive Offer for 2009 Conference Attendees

This year's conference attendees will have the only opportunity to receive an additional benefit; they will be invited to attend an Economic Update Web seminar, conducted by Bill Lapp of Advanced Economic Solutions, on September 15, 2009 at 9:00 a.m. Pacific Daylight/Noon Eastern Daylight Time. This seminar will expand upon the information Lapp will provide at the conference, and will include information on:

- A look toward 2010
- Prospects for the rebound of the U.S. economy
- Insights on the outlook for energy markets and commodities in general
- An overview of specific commodity markets through the end of 2009 and into 2010

For complete information about the conference, including a link to the agenda and to conference registration, go to www.ism.ws/education/content.cfm?ItemNumber=18844.

New Certification Offered

The Hospitality Supply Management Forum Leadership team has created a new certification program. The Certified Professional in Hospitality Supply (CPHS) qualification is being introduced this year. Please note that this new certification does not affect current holders of the previous qualification, the CFPM (Certified Food Purchasing Manager). The new program was developed in recognition of the fact that the evolution of purchasing to supply chain management requires a new focus on the expanded knowledge and strategic issues that hospitality supply management professionals face, now and in the future.

Candidates for the new designation will be required to have a minimum of three (3) years of full-time professional (nonclerical, nonsupport) supply management experience in the hospitality

field, and to pass a 175-question exam within the time allotted (2.5 hours). Some of the areas covered by the exam will be strategic sourcing, risk management and sustainability.

Original certification will be valid for three (3) years, and recertification requires 30 Continuing Education Hours (CEH) during the certificate period. Complete details concerning the CPHS certification program are available at the HSM Web site (www.ism.ws/sites/hospitalitysupplymgmt).

Submitted by Donald J. Miller, C.P.M., CFPM
Forum Chair

Indirect-MRO Group

Planning is underway for our 12th annual conference, and we want to invite you to participate. Last year's conference in Denver was well-received, with attendees representing more than 120 companies. Preliminary thoughts are to have the 12th event in Chicago, in early October.

Because of economic uncertainty, we are evaluating just what kind of program professionals involved in the Indirect-MRO buy need and may also attend. With travel and training restrictions, we must come up with a program that will help our attendees and their companies deal with realities in an economic downturn. That is our conference theme: "Dealing With the Realities of the Economic Downturn."

We will focus on actual case studies that deal with what real companies and real procurement/supply chain departments are successfully doing to conserve capital and reduce the total cost of indirect sourcing — things you and your company can do, now! We will have knowledgeable people and panels speak about the strategies, tactics and practices we need to have in place now, in the downturn, and how to prepare for the future change upward. We will also have discussion sessions where attendees can ask and receive information from their peers in the profession.

Why should you, individually, attend a conference on indirect sourcing? Being positioned to help your organization manage these costs and better accomplish its mission can help you excel. This conference is intended to help you leverage your professional development for strategic advantage, for your organization, for your profession and for yourself.

Please check later (mid-May and later) for complete details, to download the full brochure or to register at

www.indirectmro.com
or on the ISM Web site

www.ism.ws/about/calendardetails.cfm?id=722

Let us know your input as to the plan and of your probable attendance. This event ought to pay for itself many times over! For further information, contact Joel Thomas, conference chair, at 479/527-9062 or mrogroup@sbcglobal.net.

Submitted by Joel Thomas
Indirect-MRO Group Conference 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.

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

New York/New Jersey Forum

The ISM New York/New Jersey Forum represents ISM members of affiliates in New York and New Jersey. Our mission is to support the affiliates in their efforts to achieve their strategic goals and plans for the purchasing and supply management profession and to facilitate communication amongst affiliates and ISM. Annually, we hold the ISM New York/New Jersey Forum Conference, which will be held on November 6-7, 2009, at the Holiday Inn Arena Hotel in Binghamton, New York. It will feature two tracks and general sessions over a two-day period. Registration information will be available on our Web site, www.ismnyj.org.

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| Chair | Guy E. Haddix, CPSM |
| 1st Vice Chair | Ann Marie Wayne, C.P.M. |
| 2nd Vice Chair | Edward Riggie III |
| Secretary & Treasurer | Elizabeth Blackman, C.P.M. |
| Immediate Former Chair | Phillip P. Kelley, J.D., C.P.M., A.P.P. |

Submitted by Kathleen Perna
Director

Northeast Supply Management Group

Mission Statement

It is the purpose and mission of the Northeast Supply Management Group (NSMG) to provide an educational and networking structure/forum for purchasing and supply management professionals. The group will facilitate and encourage, within the profession, the free interchange of ideas and knowledge that are specific to interests, industries and commodities within the coverage area.

Vision

It is our vision to provide the highest standard of excellence in service, opportunities and value to every purchasing and supply management professional within the New England geographical area, with the possible expansion of the Northeast Supply Management Group area. This may be accomplished by:

- Focusing on member needs and expectations
- Pursuing quality and excellence in products and services offered
- Seeking new ways of doing business that puts the member first

Fall 2008 Conference Report

On October 6, 2008, NSMG joined with APICS Chapters 10 and 20 and the Council of Supply Chain Management Professionals/New England Roundtable to host a one-day conference in Marlborough, Massachusetts. The theme was "Taking Supply Chain Management to New Heights". More than 200 attendees participated in multiple educational tracks in operations/materials and supply chain/sourcing and logistics, and had the opportunity to learn about new products and services from 15 exhibitors. Also included was an integrated three-part professional development track on negotiation 101, intermediate negotiations and advanced negotiations, which received excellent reviews.

Continuing Education Hours (CEHs) were offered, which ISM members could apply to their C.P.M. recertification.

Supporting Our Members

NSMG uses part of the proceeds from its educational offerings to provide scholarships to the New England affiliates, which they may award to their members. In 2009, NSMG will provide a total of \$5,000 in scholarship funds. When the Leadership Workshops are offered in 2010, NSMG again plans to support the ISM leadership in New England by matching any support ISM provides to those affiliate leaders so they may attend the Leadership Workshop of their choice.

Upcoming Event

On October 5, 2009, NSMG will again join with APICS Chapters 10 and 20 and the Council of Supply Chain Management Professionals/New England Roundtable to host a one-day

conference in Marlborough, Massachusetts. The day will start with a review of the New England economy by Jeffrey Carr, president and economist, Economic Policy and Resources, Williston, Vermont, who is a noted expert on New England. In addition, there will be a minimum of four flights of workshops covering many aspects of supply chain management. The Groups have decided to hold the registration fee for this event at last year's price of \$199 per person. For more information and to register for this exciting and educational conference, please go to www.nescon.org.

Submitted by Diane Cotter, C.P.M.
Vice 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 and 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. The Pharmaceutical Forum last met in October while participating in the Strategic Sourcing Summit and Showcase in New Jersey. The meeting focused on our endowment strategies and culminated in a plan to fund an additional endowment at Rutgers University. The Rutgers endowment will be the fourth that the Pharmaceutical Forum has funded in the past eight years, joining Arizona State University, North Carolina State University and Bowling Green State University. The Pharmaceutical Forum recognizes these universities as having established leading-edge programs in supply management and in developing young leaders within the profession.

The Pharmaceutical Forum Calendar for 2009:

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| March | Pfizer, New York, NY |
| May | ISM International Conference, Charlotte, NC |
| June | Boehringer Ingelheim, Ridgefield, CT |
| November 4-5 | Strategic Sourcing Summit and Showcase 2009, New Jersey |

Strategic Sourcing Summit & Showcase 2008

The Pharmaceutical Forum, along with the ISM Chemical Group and the Drug, Chemical, and Associated Technologies (DCAT) organization, presented its 7th Strategic Sourcing Summit & Showcase on October 28-29, 2008, at the Hyatt Hotel, in New Brunswick, New Jersey. Nearly 200 supply management professionals participated in this annual event.

Leaders in procurement shared insights on transformation and globalization, including Manuel Arrese, vice president and chief procurement officer, Colgate-Palmolive Company; Michael McGranaghan, chief procurement officer, Johnson & Johnson Worldwide; Jon Mamone, global senior vice president of technical and supply chain operations, Stiefel Laboratories, and James Mellody, vice president of purchasing, Boehringer Ingelheim USA Corporation. Captain Joseph McGinnis, compliance officer, and Commander Dominic J. Veneziano, director, Division of Import Operations and Policy, both of the FDA, presented policy trends and future initiatives related to supply management. A timely update on the global economy was presented by Dr. Robert Fry, senior associate economist, Dupont. Rounding out the program were presentations on energy and currency hedging, metrics and procurement excellence, and best practices in doing business with China.

A special note of recognition and thanks to those organizations that sponsored the tabletop program: BCD Travel, CAPS Research, Carton Services — Packaging Insights, Chemicomays, NETA Scientific, Pretium Packaging, TricorBraun, VMS Connect and VWR International. And thanks to those organizations that sponsored the event program: Hikal, Greenfield Chemical, Axellia, Evonik, Infa and Apicore.

Watch the calendar section of the ISM Web site as well as www.dcat.org for details and registration information for the upcoming Strategic Sourcing Summit and Showcase 2009, again scheduled for November 4-5, 2009 in New Brunswick, New Jersey.

Supplier Diversity Sub-Committee Activity

The Supplier Diversity Pharmaceutical Forum (SDPF) is a subcommittee of the Pharmaceutical Forum. This Group is comprised of supplier diversity professionals from the pharmaceutical industry, and meets three times per year at various locations throughout the U.S. The SDPF Subcommittee's 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.

In February, the SDPF Subcommittee will present its third annual Small Businesses Workshop in San Juan, Puerto Rico. The event is being hosted by SDPF co-chair Wendy Matheu (Amgen Inc.) and Raul Mercado (Schering-Plough) along with Pfizer. Representatives from more than 100 small businesses are expected to attend the event, as well as local business development organizations and sourcing professionals. The event will feature an intensive agenda focused on the developmental success of small businesses and importance of small-business certifications, in an effort to increase certification in Puerto Rico.

The SDPF Subcommittee Calendar for 2009:

March Novartis Pharmaceuticals, East Hanover, NJ, to share best practices and develop its outreach strategy for the year

July Bristol-Myer Squibb, Plainsboro, NJ
 October Veterans Business Training & Outreach Conference
 November Amgen Inc., Thousand Oaks, CA

Endowment/Scholarship Activity

The Pharmaceutical Forum strongly believes that in order to advance the profession, strong educational curriculum is required to assist young leaders who aspire to enter and positively impact the supply management field. The Pharmaceutical Forum has established relationships with three universities — Arizona State University, North Carolina State University and Bowling Green State University — all schools that have established leading-edge programs in supply management. Endowments established at these schools and funded by Pharmaceutical Forum help provide scholarships to individuals in these programs. Scholarship recipients have shared their educational experiences and encouraged the Pharmaceutical Forum to continue to seek ways to enrich the relationships with the universities as well as provide additional real-world exposure to the students. Look for a press release soon related to the Pharmaceutical Forum's latest endowment with Rutgers University.

As part of the SDPF Sub-committee 2008 outreach efforts, three minority-business owners were awarded scholarships to attend the Advance Tuck Executive Program, Tuck Business School at Dartmouth. In March, Bappa Mukherjee, CEO of Guy Brown Products, attended the program, as did Rob Wainer, president of Sunset Printing, during the October program. A third scholarship was co-sponsored by Sanofi-Aventis and awarded to Reche Kirkland, president of BKM Resources. Over the past three years, the SDPF Subcommittee has awarded eight scholarships, and in 2009 it plans to award two more.

Updates on Pharmaceutical Forum activities can be found at <http://ism-pharma.org/>.

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

Services Group

The Institute for Supply Management™ (ISM) Services Group announces the winners of the 2008 University Relations scholarships. Each student received \$2,000 plus sponsored registration and travel allowance to the ISM Services Conference that took place December 4-5, 2008 in Phoenix. The following students were named 2008 ISM Services Group Scholarship winners:

- Jack Klees, Frederic Ferro, Randy DeMel, Pranoy Chandra: Arizona State University — W. P. Carey School of Business
- Amanda DeCook, Ashley Kruger, Varun Paranjpe: Michigan State University — The Eli Broad College of Business
- Joseph Campbell, David Myung Han, Ankit Munjapara: Rutgers Business School — Center for Supply Chain Management
- Michael Linn, John Prsha, Conrad Smith: University of San Diego School of Business Administration — Supply Chain Management Institute

- Alison Brubaker, Kevin Little, David Ursing: Western Michigan University (WMU) — Haworth College of Business

“One of our Group’s key focuses is investing in the education of future supply management professionals,” says Marty Bell, C.P.M., A.P.P., member of ISM Services Group Leadership Team. “Scholarships and other funding are a great way to assist students in top supply management degree programs.” The targeted universities include Arizona State University, Western Michigan University, Michigan State University, University of San Diego and Rutgers University.

Our 2008 accomplishments are due in large measure to the outstanding support the Services Group has received from its many members, its partners at ISM and from its Leadership Council. The Leadership Council reports the following accomplishments in 2008:

- Increased membership to 1,294 members, a growth of 16.5 percent over last year. Our estimated target was 15 percent.
- Conducted, with ISM, the 9th Annual Services Conference, that had, despite the troubling economic conditions in the country that limited travel and conference budgets, approximately 228 persons in attendance. In addition, the Services Conference featured six sponsors and 14 tabletop suppliers.
- The 2008 Services Conference received an overall speaker grade by the attendees of 4.19.
- Increased the number of university undergraduate scholarships from 13 to 16 to deserving students in SCM programs and increased amount from \$1,500 to \$2,000. Invited all scholarship winners and their professors to the December Services Conference, at the expense of the Services Group, in order to increase their awareness of services procurement and provide networking for the winners with the attendees for possible internships.
- Built deeper relationships with five universities (versus four in 2007): ASU, Michigan State, Western Michigan, Rutgers and San Diego. This program included quarterly conference calls with the participating universities.
- Sponsored, with CAPS Research, an in depth benchmarking related to the sourcing of services. Thirty-two companies participated in Part 1 of this study, and 56 companies provided data for Part 2. The survey was meant to advance a better understanding of processes and breadth of involvement in the purchase of services, as well as provide insights into possible future initiatives. The results of the study will be conveyed to all members of the Services Group at no charge.
- Held two chat sessions: “Ten Ways to Reduce Lease Spending” and “How to Improve Profitability by Managing Surplus Asset Sales.” More than 100 persons participated in these sessions.
- With ISM as a co-sponsor, the Services Group provided a two-day services seminar in December 2008. The title of the seminar was “Strategic Services Procurement: Applying Strategic Sourcing Principles,” and attendance at this seminar was 35 purchasing professionals.

We’re now busy working on 2009 goals. Please visit our Web site from time to time, as we update it with new materials and information throughout the year: www.ismservicesgroup.com.

Submitted by Nancy O. Kimball, C.P.M.

Leadership Team Chair

Southwest Forum

Who is the ISM Southwest Forum? The Forum was established to promote education in the supply management area through conducting the Southwest Supply Management Conference (previously known as the Southwest Purchasing Conference.) This conference has been presented for 61 years!

The membership of the Southwest Forum is comprised of Institute for Supply Management™ members in the five-state area including Kansas, Louisiana, New Mexico, Oklahoma and Texas. If you are an ISM member residing in one of those states, you are also a member of the Forum.

The Southwest Forum held a most successful conference in Plano, Texas in October of 2008. Our attendance was somewhat hampered and the mood somewhat dampened by the advent of Hurricane Ike, which hit the Gulf Coast just prior to our conference. This makes the second conference in five years that has been affected by a Hurricane, but fortunately we did not have to cancel this one. We enjoyed excellent presentations and workshops by a variety of speakers, and the educational program was deemed a success by all who attended.

Congratulations to Sharon Malkovicz, C.P.M., who was awarded the first annual Volunteer of the Year Award for the Southwest Forum. This award succeeded the Harold M. Cosgrove Outstanding Purchasing Management Award. Sharon has served ISM, the Southwest Forum and NAPM-Houston for many years in many different capacities and is most deserving of this award. Thank you, Sharon, for your service and dedication to our profession and our association.

Congratulations also to the recipients of the E.I.S.M. Award for 2008:

- American Heart Association, Dallas, TX
- City of Garland, Garland, TX
- ATMI Inc., Round Rock, TX
- M7 Aerospace LP, San Antonio, TX
- Sandia National Laboratories, Albuquerque, NM
- Temple-Inland, Austin, TX

Destination Dallas – 2009!

Make plans now to join us for the 63rd Annual Southwest Supply Management Conference, to be held October 7-9, 2009 in Plano, Texas at the Marriott Dallas/Plano at Legacy Town Center. More information is available at our Web site, www.ismswscf.org.

We hope to see you there.

Submitted by Connie Mullins, C.P.M.

Group Chair

Supplier Diversity Group

Mission Statement

The mission of the ISM Supplier Diversity Group (SDG) is to educate, motivate and provide leadership and expertise to ISM members in order to drive minority and women's business initiatives.

Name Change

With the approval of the ISM Board of Directors, the name of this Group has been changed from Minority and Women's Business Development Group to Supplier Diversity Group. The purpose of the change is to better reflect the ever-expanding definition of what constitutes diversity. "Supplier diversity" has come to be a generally accepted term which encompasses minority-owned, woman-owned, veteran-owned and service disabled veteran-owned businesses, as well as other groups that have experienced social and/or economic disadvantage.

McDonald Award

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

Pre-Conference Seminars

The SDG will conduct a pre-Conference seminar on Saturday, May 2, 2009, in Charlotte, prior to the ISM annual Conference. The session, program # 4322, is "How to Develop and Manage a Supplier Diversity Program." The seminar is crafted especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process.

Annual Meeting and Networking Reception

The annual meeting of the SDG is scheduled for Sunday evening, May 3, 2009, during the ISM annual Conference. The agenda for the annual meeting is a review of this year's strategic plan, the rollout of "Program in a Box" (see below), and the introduction of current board members.

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 also will have an opportunity to meet the 2009 McDonald Award recipient. Details on time and location will be electronically-mailed.

Program in a Box

A collection of program presentations about supplier diversity, complete with slides and speaker notes, is in the process of development. The presentation kits will be made available to ISM affiliates, and the board anticipates rolling out the finished

product during the SDG annual membership meeting at the ISM annual Conference in Charlotte.

Board Changes

Wendy Flagstad, IBM, has rejoined the board. Retiring from the board are JoAnn Harper, Sprint and Marilyn King, Alcon Laboratories.

Speakers Available

ISM affiliates and other Groups and Forums should keep in mind that most SDG 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 corporations, educational institutions and the media.

Group Membership

Membership in the Group is free for all ISM members. Information about joining our organizations can be found at www.mwbdg.com.

Website

We are undertaking a complete Web site overhaul, including the Group name change and updated information on all current board members.

Submitted by Ginger Conrad

Group Public Relations Chair

Supplier Management Group

The Supplier Management Group has new officers. Following an election by members of the Group, the following individuals will serve in 2009:

Brent Perkins – Chair

Kevin Giblin – Vice-Chair

James Kennedy – Treasurer

Susie Freda – Secretary

We currently are working on the next steps in the process of developing and growing the Group. We are soliciting volunteers to join one of our subcommittees: Benchmarking, Mentoring, Financial and Toolkit. We will be developing and growing these areas over the next several months. If you have an interest in any of these subcommittees, please feel free to contact me at brent.perkins@yahoo.com.

We welcome any interested parties to join the Supplier Management Group!

Submitted by Brent Perkins

Group Chair

Utility Purchasing Management Group Forum

UPMG's upcoming conference will focus on "New Energy Horizons – The High-Performing Supply Chain." Issues surrounding the economy, technology, commodity pricing and availability are shaping the process, strategies and forecasting with dramatic impact as never before. The two-day conference will be held September 20-22, 2009 in Washington, D.C. Visit www.upmg.org to register. This year's program will feature 11 hours of educational programming and opportunities for peer-to-peer networking.

This year's keynote speaker will be Newt Gingrich, former Speaker of the U.S. House of Representatives and best-selling author.

More than 20 supply chain executives and professionals from the industry will present on a wide variety of topics dealing with contracting issues, the greening of the supply chain and several sessions looking into the future. Some of the sessions scheduled are:

- *The Administration's Infrastructure & Stimulus Package* — A presentation of the rollout of the stimulus plan as it affects energy/utility companies.
- *Utility Perspective on Administration Plans* — Cutting through the headlines and Washington rhetoric, key utility lobbyists get practical and pragmatic speaking to what current economic and energy legislation means to those engaged in the supply of energy.
- *What You Need to Know About Smart Grid*
- *Impact of Global Trends on Inventory Strategies*
- *Supply Chain Strategies for Renewable Energy Construction Contracts*

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

2009 represents the sixth 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 and covers procurement, materials management, warehousing and accounts payable metrics. In this study, relevant supply chain-related 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. A formal, comprehensive benchmark study report is subsequently issued to each participant. The next benchmarking study will open in spring 2009.

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 78th Annual UPMG Conference will be held in Washington, D.C., from September 20-22, 2009 – Mark your calendar now!

Submitted by Lawrence O'Rourke
Group Chair

Be an Applicant for the 2010 ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management

The applications period opens on July 1, 2009 for the fifth 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 2008 Richter Corporate Award recipients were:

- Masco Corporation (Technology)
- HP (Process)
- Lockheed Martin Aeronautics Company (Process)
- Pfizer Inc. (Process)
- Royal KPN Telecom (Process)

Winners of the 2009 awards are announced in the April issue of ISM's magazine, *Inside Supply Management*®, on the ISM Web site in mid-April and at a dinner on May 3, 2009 in Charlotte, North Carolina at the ISM Annual International Supply Management Conference. Winning organizations will also present workshops on Tuesday, May 5, 2009 at the ISM Annual 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.

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Minimize Your Training and Travel Spend With ISM's Online Courses

Institute for Supply Management™ (ISM) Knowledge Center courses save your organization time and money. With no time taken away from work and the elimination of travel expenses, they are a green, sustainable resource in a time of training and travel budget cuts. Global in scope, these courses were developed by experts in supply management. Courses are either self-directed, instructor-led or bundled with groupings of courses that focus on concentrated learning objectives in a specific supply area. Plus, you can earn Continuing Education Hours (CEHs) for every course that you complete.

\$495 Members/\$595 Nonmembers

Instructor-Led Online Courses for 2009

| Course | Date | Instructor |
|--|------------------|-------------------|
| Purchasing/Supply Management and the Law #3788 | 2/27/09-3/27/09 | Helen Pohlig |
| Fundamentals of Purchasing #3789 | 3/27/09- 4/24/09 | Stephanie Coleman |
| Purchasing/Supply Management and the Law #3790 | 6/12/09- 7/10/09 | Helen Pohlig |

ISM and ADR North America Integrate Training and Assessment Program

ISM and ADR are combining forces to provide organizations with top-flight instruction at significant cost and time savings. ISM and ADR programs represent a green, sustainable solution to your organization's professional development needs. By eliminating transportation costs, time away from work and by holding training on your own schedule and at your own location, you reduce your organization's carbon footprint.

This strategic alliance will provide organizations with tools to lead them to increased profitability, enhanced staff competence and sustainable cost improvements. The integration of ISM and ADR assessment and training programs will offer clients a long list of expanded opportunities including:

- A wide range of services, including customized in-company training, and online and blended learning programs
- Assessment and diagnostic tools for supply management skills
- Global reach with multilingual instructors
- Professional development on every level, from buyers to executives

Save Money With On-Site Training

With rising operational and training costs, executives now stress the need to reduce expenditures and improve key supply management skills to meet the challenges of the

current economy. By investing in training — at your location — you can minimize time away from the office while still offering training in cost reduction, negotiations, strategic sourcing or other supply management skills. ISM and ADR Professional Development programs provide best-in-class educational offerings to an ever-changing global marketplace. Our instructors are seasoned practitioners. For more information, visit us online at www.ism.ws and select Professional Development Services, or contact Rene Yates or Toni Caserta at 800/888-6276, extensions 3080 or 3095.

"The ISM-ADR School for Supply Management provides the opportunity for companies to assess and improve their competency, generate cost and value improvements and help supply managers achieve extraordinary performance. With the current downturn economy, it's more critical now than ever for training budgets to be more effective."

~ Bill Michels, C.P.M. and CEO, of ADR North America



A brief description for each of ISM's Groups and Forums is provided on page 11. You can become a member now by signing up using the enrollment form on page 12, or online at www.ism.ws – Members Only – Affiliates, Groups and Forums – Group/Forum Enrollment Form.

GROUP AND FORUM CHAIRS

Forums

Association Management Forum

Lorrie Mitchell, C.P.M., A.P.P.
Phone: 770/448-4544
Fax: 770/448-1190
E-Mail: lorriekm@bellsouth.net

Hospitality Supply Management Forum

Donald J Miller, C.P.M., CFPM
Hilton Hotels Corp
Phone: 770/937-5178
Fax: 770/953-4153
E-Mail: don.miller@hilton.com

New York/New Jersey Forum

Guy E. Haddix, CPSM
Phone: 908/477-7845
E-Mail: guyhaddix@yahoo.com

Petroleum Industries Buyers Forum

Vacant

Pharmaceutical Forum

William Stirling, C.P.M.
Bristol Myers Squibb
Phone: 609/897-5349
Fax: 609/897-5310
E-Mail: william.stirling@bms.com

Southwest Forum

Connie Mullins, C.P.M.
John Zink Company LLC
Phone: 918/234-1911
E-Mail: connie.mullins@johnzink.com

Steel Buyers Forum

Robert Elsasser, C.P.M.
Behlen Manufacturing
Phone: 402/563-7408
E-Mail: bob.elsasser@behlenmfg.com

Utility Purchasing Management Group Forum

Lawrence O'Rourke
National Grid USA
Phone: 516/545-4328
Fax: 516/545-3693
E-mail: lorourke@keysenergy.com

Groups

Chemical Group

Glenda S. Cunningham, C.P.M.
TSE Industries, Inc.
Phone: 727/540-1381
Fax: 727/540-1372
E-Mail: glenda.cunningham@tse-industries.com

Electronic Supply Management Group

James Pfeiffer
Alvarez & Marsal
Phone: 773/562-6557
Fax: 312/873-4259
E-Mail: jpfeiffer@alvarezandmarsal.com

Federal Acquisition and Subcontract Management Group

Rene G Rendon, DBA, CPSM, C.P.M.
Naval Postgraduate School
Phone: 831/656-3464
Fax: 831/656-3407
E-Mail: rgrendon@nps.edu

Global Group

James Martin
Phone: 212/852-7167
Fax: 212/852-7829
E-Mail: jamesmartin@yahoo.com

Indirect-MRO Group

Michael Smith, Ph.D.
Western Carolina University
Phone: 828/227-3697
Fax: 828/227-7460
E-Mail: mesmith@wcu.edu

Logistics and Transportation Group

Thomas L. Tanel, C.P.M., CCCA
Phone: 979/260-7200
E-Mail: tomtanel@msn.com

Materials Management Group

Kenneth Killen, C.P.M.
Phone: 440/331-7703
Fax: 440/895-1051
E-Mail: drkenkillen@yahoo.com

Medical Industry Group

Ron Feldman
Phone: 323/866-8501
E-Mail: ron.feldman@cshs.org

Northeast Supply Management Group

Michael K. Broderick, C.P.M.
Phone: 207/357-8678
Fax: 207/824-4816
E-Mail: michael.k.broderick@bc.edu

Services Group

Peter O'Reilly, Ph.D., C.P.M.
Phone: 480/471-2388
E-Mail: drpor@aol.com

Supplier Diversity Group

Joan Kerr
SBC Communications
Phone: 925/824-5507
E-Mail: joan.kerr@att.com

Supplier Management Group

Brent Perkins, C.P.M., A.P.P.
Phone: 561/226-1755
Fax: 561/994-0396
E-Mail: brent.perkins@yahoo.com

Women in Leadership Group

Lori Sisk, C.P.M.
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 **Members Only**.
3. On foldout menu, select **Affiliates, Groups & Forums**.
4. Select **Affiliate, Groups & Forums Web Sites**.
5. Select **Group & Forum Web Sites**.
6. 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 14 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.

About ISM's Groups and Forums

GROUPS:

ISM Groups are comprised of members with common interests for 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

Purchasing and supply management for hospitals and similar institutions; supply management professionals for manufacturers and distributors of healthcare products and services.

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 northeastern United States.

Services Group

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

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.

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 Lynn Marstiller at 800/888-6276, extension 3062, or via e-mail at lmarstiller@ism.ws.

Global Group

Comprised of members who have supply management responsibility for 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 transportation or logistics services responsibilities.

Materials Management Group

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

Supplier Diversity 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.

Supplier Management Group

The Group will provide an educational network for communication among members who have formed or are forming supplier management organizations and give them the opportunity to understand the strategies behind the formation of supplier management organizations and the direct comparison of quantitative and qualitative data.

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 Special-Interest Group/Forum Enrollment Form

Groups and Forums offer their members the opportunity to promote the interchange of ideas and discussion of mutual problems 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 for education and networking in various topics. Group membership is open to all ISM Regular and Direct members.

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

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.

- | | | |
|--|--|--|
| <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.

ISM Member Number: _____ Mr. ___ Mrs. ___ Ms. ___ Dr. ___

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

Organization Name: _____ Business Title: _____

Mailing Address: Business _____ or Home _____ CPSM® _____ C.P.M. _____ A.P.P. _____

Address: _____

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

Telephone: _____ Fax: _____

E-Mail: _____

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