

***The  
Chemical  
Industry:  
Jazzed  
For  
Growth***

*February 12-13, 2009  
New Orleans, Louisiana*



*A program presented by the Chemical Group  
of the Institute for Supply Management™*



**institute for  
supply management**

**Dear Colleague:**

The Institute for Supply Management™ Chemical Group is pleased to announce its 2009 Winter Conference — ***The Chemical Industry: Jazzed for Growth*** — February 12-13, 2009 at the Royal Sonesta Hotel in New Orleans, Louisiana. The Conference will run a full day and a half, beginning at 8:30 a.m., on Thursday, February 12 and concluding at Noon on Friday, February 13. Details about the conference are available in this brochure and on our Web site, <http://www.ism.ws/sites/chemicalgroup/>. Please feel free to check our Web site from time to time to get the latest updates on our activities.

For this conference, each attendee will earn nine (9) Continuing Education Hours that can be applied towards your recertification of the Certified Professional in Supply Management (CPSM), Certified Purchasing Manager (C.P.M.) or reaccreditation of the Accredited Purchasing Practitioner (A.P.P.). We have assembled a panel of speakers who will give you insight to the latest trends in the economy, energy, key commodities and the latest in procurement technology. This information will be useful when dealing with changes in the chemical marketplace which occur seemingly on a daily basis. Details on the topics and speakers are outlined on page two of this brochure.

You will find that there are numerous attractive offerings in our program over the course of a day and a half. A number of timely and interesting topics will be presented at this conference along with many networking opportunities.

The conference fee is priced at a reasonable \$495.00 per person, which includes Thursday evening dinner full of networking and entertainment. The Thursday evening event will be a progressive dinner with courses served at the finest restaurants in the French Quarter, providing time to socialize and network.

Hotel accommodations for the 2009 ISM Chemical Group Winter Conference are available at a discounted rate of \$199 for the nights of February 11-12 and \$229 for the nights of February 13-14 at the Royal Sonesta Hotel **if your reservations are confirmed by January 12, 2009.**

**Attention Golfers** — We will arrange tee times at one of the fine golf courses in the immediate area Friday afternoon (February 13) immediately after the conference as another networking opportunity. If you are interested, please e-mail Bob Brochu at [robert.brochu@honeywell.com](mailto:robert.brochu@honeywell.com) and we'll include you in the planning process. We'll notify you during February 2009, as the plans begin to develop.

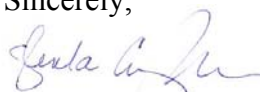
**New members welcomed!** — We are offering an incentive to any conference attendee who **recruits 1 or more new attendees** to this conference. The inviting participant and the new participant(s) will receive a small gratuity recognizing their attendance at the event either as an ambassador for the Chemical Group or as a new recruit. In order to qualify for either of these awards, you must complete the section on the conference registration form indicating if you are a first time attendee, and if so, who referred you to attend the conference.

As technology advances, industries throughout the world require increasing quantities of chemicals to produce various products, the world demands. As a result chemicals have grown more important to the economy and national defenses. Supply management professionals responsible for the procurement of these materials must be kept informed of the many changes affecting the chemical industry. It is the aim of the ISM Chemical Group to develop and disseminate information to chemical buyers so that they may become more effective in their jobs. An equally important goal of Group programs is to aid members in their own personal growth and development.

If you have any questions or need additional details, please contact either Glenda Cunningham at 727/540-1381, [glenda.cunningham@tse-industries.com](mailto:glenda.cunningham@tse-industries.com) or Paul Kane at 317/277-7310, [kane\\_paul\\_e@lilly.com](mailto:kane_paul_e@lilly.com).

*We look forward to seeing you in New Orleans!*

Sincerely,



**Glenda Cunningham, C.P.M., chair  
ISM Chemical Group**

# “The Chemical Industry: Jazzed for Growth”

February 12-13, 2009— New Orleans, Louisiana

*This year’s conference features supply management professionals with expertise in the economy and chemical industry, who will be taking a glance into the future of the profession.*

## **Thursday, February 12, 2009**

8:00 – 8:30 a.m.	Continental Breakfast	
8:30 – 9:30 a.m.	<b>Viewing the U.S. Economy through the ISM Report on Business®</b>	Norbert Ore, C.P.M., Group Director, Georgia-Pacific LLC Chair, ISM Manufacturing Business Survey Committee
9:30 – 10:30 a.m.	<b>Fuel Hedging</b>	Scott Topping, Vice President Treasurer Southwest Airlines
10:30 – 10:45 a.m.	Coffee Break — Door Prize Drawing #1 at 10:40 a.m. (must be present to win)	
10:45 – 11:45 a.m.	<b>Chlor-Alkali Market</b>	Stephen W. Harriman, B.Sc., M.A. Publishing Director Access Intelligence, Inc.
11:45 – 1:00 p.m.	<b><u>Lunch Program</u></b> Please join us to hear Kelly Hamilton from New Orleans Culinary History Tours. Learn about the cultural history of New Orleans through its unique food traditions.  Door Prize Drawing #2 at 1:10 p.m. (must be present to win)	
1:30 – 2:30 p.m.	<b>Financial, M&amp;A and Credit Outlook for 2009</b>	Joseph Chang, Global Editor ICIS Chemical Business
2:30 – 3:30 p.m.	<b>Total Cost of Ownership to Holistically Manage Supplier Relationships</b>	Pravin Khandare Johnson & Johnson
3:30 – 3:45	Break – Door Prize Drawing #3 at 3:40 p.m. (must be present to win)	
3:45 – 4:45	<b>Creating a Compliance Program for a Global Supply Chain</b>	Tom Cook, CEO American River International. Ltd.
7:00 p.m.	Dinner and networking on a tour of the “Taste of New Orleans” restaurants.	

## **Friday, February 13, 2009**

8:00 – 8:30 a.m.	Continental Breakfast	
8:30 – 9:30 a.m.	<b>What’s in the Future for Chemical Industry Supply Management Organizations</b>	Andrew Lewis, Global Procurement Manager LyondellBasell Industries
9:30 – 10:30 a.m.	<b>The Future of Oil and Natural Gas Supply</b>	Daniel L. Lippe, Founder Petral Worldwide, Inc.
10:30 – 10:45 a.m.	Coffee Break – Door Prize Drawing #4 at 10:40 a.m. (must be present to win)	
10:45 – 11:45 a.m.	<b>Best Practices Panel Discussion</b>	Vaughn McCoy, Eastman Chemical Patrick Hurd, C.P.M., Georgia-Pacific LLC Glenda Cunningham, C.P.M., TSE Industries Bob Engel, C.P.M., Resources Global Professionals Paul Kane, C.P.M., CPIM, Eli Lilly and Company Roland Harris, Texas Molecular

## Meet Your Speakers

**Joseph Chang** is Global Editor of ICIS Chemical Business, a weekly publication covering the dynamic business trends in the chemical industry worldwide. Based in New York City, he has been with the magazine and one of its predecessors, Chemical Market Reporter, for 11 years. Starting out as Financial Editor, Mr. Chang has and continues to cover the financial beat, from mergers and acquisitions, to the credit environment, to shareholder value issues and executive strategy. He manages a dedicated magazine staff of 10 editors in New York, London and Singapore, but also draws from the expertise of around 100 ICIS editorial staff across the globe – including Houston, Mumbai and Shanghai.

Mr. Chang has a Bachelors degree in Finance and International Business from New York University.

**Tom Cook** is the CEO and Managing Director of American River International, a consulting and logistics firm. He is considered to be one of the leading professionals in the field of global logistics and international operations, and has published more than 200 articles and several books on international trade, the most recent of his books is “Managing Global Supply Chains”.

Mr. Cook earned a B.S. degree in Transportation Science and a graduate degree in Transportation and Business Management from Maritime College (Fort Schuyler, NY). He began his career with the US Naval Reserve and the US and Dutch Merchant Marine. In the years since, he has worked for numerous organizations in the areas of international insurance, manufacturing, exporting, marketing and trade finance; his specific areas of expertise include logistics, compliance and security.

Mr. Cook serves on – among other organizations – FSI Global Logistics, The Trade Resource Group of Customs, The Small Business Exporters Association, and the American Management Association.

**Kelly Hamilton** holds an M.A. in History from the University of Alabama Birmingham. As a New Orleans native, her love of history and food prompted her to start *New Orleans Culinary History Tours* in 2004. Since its inception, the business has received some wonderful publicity including the *Times Picayune*, *Baton Rouge Advocate*, *Atlanta Journal-Constitution*, the *New York Times*, and London’s *Independent* newspapers. The tour has been featured in several magazines including *Southern Living*, *Midwest Living*, *Wine Buzz*, *Essence*, and *Cooking Light*.

In addition to being the proprietor, she also teaches full time in the History Dept. of Xavier University in New Orleans. She is the author of the book *Stuckey’s: Simpler Times, Happy Memories* due out in Winter 2009. She currently has begun research on the contribution of African-American cooks in New Orleans prior to the Civil Rights movement.

**Stephen W. Harriman, B.Sc., M.A.** founded Harriman Chemsult in 1985; in 2006, the company was acquired by Access Intelligence Inc. As Publishing Director, he has overall responsibility for the editorial side of the business. He edits the Chlor-Alkali Report and contributes to the Vinyl Chloride Report. In addition he is regularly involved in single client studies on Chlor-Alkali and Vinyl Chloride.

Mr. Harriman graduated with a B.Sc. Agricultural Economics from the University of Reading and an M.A. Agricultural Economics from the University of Leeds. His career started in agrochemicals and he had eleven years experience in chemical market research prior to forming his own consultancy. During this time he was Manager of the Fertilizer and Raw Materials Department at the British Sulphur Corporation. He initiated the Fertilizer and Chemicals Services at Commodities Research Unit. Finally, he established the Chlor-Alkali, Vinyl Chloride and Methanol Services at Tecnon UK.

**Pravin Khandare** is employed by Johnson & Johnson.

**Andrew Lewis** was born in Toronto, Ontario Canada. He earned a Chemical Engineering degree from Lakehead University in Thunder Bay, Ontario and an MBA in Marketing and Finance from York University in Toronto. Mr. Lewis has worked in the chemical industry for 22 years, 20 of which have been with LyondellBasell and her legacy companies. After 18 years in sales/sales management and business management, he joined the Procurement Organization in 2007.

He has worked in both Canada and the US, on both Coasts. For the past 10 years, he has lived in Texas.

**Norbert Ore, C.P.M.** is Group Director – Strategic Sourcing and Procurement for Georgia-Pacific Corporation. During his career, he has held corporate and divisional supply chain responsibilities with companies in the paper, packaging, wood products and construction industries. He is currently involved in a transformation of the purchasing organization to a strategic focus with a goal of significantly reducing supply chain costs.

Mr. Ore’s professional activities have included the Institute for Supply Management, the American Arbitration Association, and the Council for Supply Chain Professionals. He was asked to chair the ISM Manufacturing Business Survey Committee in 1996. As chairman of that committee, he is responsible for compiling, writing, and releasing the ISM Report on Business<sup>®</sup>, a leading indicator of the economy. As spokesperson for the Manufacturing Report, he is frequently quoted in the Wall Street Journal, USA Today, Business Week and other business publications and has appeared on CNBC, CNN, Nightly Business Report, and National Public Radio. Additionally, he is a frequent speaker on the subjects of negotiation, contracts, services procurement, and strategic sourcing.

Mr. Ore holds an undergraduate degree in business, and a master’s in organizational management.

## Hotel Information



Royal Sonesta Hotel  
300 Bourbon Street  
New Orleans, Louisiana 70130  
Reservations: 504/586-0300  
<http://www.sonesta.com/RoyalNewOrleans/>

- Make reservations directly with the hotel at 504/586-0300 prior to **January 12, 2009**.
- Room Rate: **\$199** for the nights of February 11 and 12 and **\$229** for the nights of February 13 and 14, 2009
- Please mention **ISM Chemical Group** when making your reservation in order to get these rates. Guest check-in is 3:00 p.m. Guest check-out is 12:00 p.m.
- You will need a credit card to make the reservation and the card will be billed for one night's room + tax at the time your reservation is made.
- You may cancel *without penalty* until **November 13, 2008**.

### The Royal Sonesta Hotel

It's jazzy. It's elegant. It's unmistakably New Orleans. The Royal Sonesta Hotel is right where your heart desires to be – in the French Quarter where the air is alive with atmosphere and originality. We celebrate the culture and friendliness of this rare and wonderful walking district.

You'll love the distinctively European style, beautiful architecture and staff's warmth. Here you'll find a casual but sophisticated ambiance with inviting guest rooms and suites, a world-class art collection, a lush tropical courtyard, secluded pool and serene gardens. The Big Easy's best choices in dining and entertainment are right here, from a charming courtyard restaurant to a sidewalk bistro to our nationally recognized "Women in Jazz" concert series.

## Conference Registration Fee

Conference Attendee \$ 495  
Cancellation Fee: \$100 per registration, if canceled after **January 30, 2009**.

Register online at  
<https://www.ism.ws/education/ChemicalConf.cfm>

**Note:** *Registration Fee for conference attendees includes all meals, including networking event. Spouse/Guest ticket information follows.*

## Spouse/Guest Ticket

Group Lunch (Thursday 2/12) \$25 each  
Group Dinner (Thursday 2/12) \$50 each

**Note:** *Please include spouse/guest total in the space provided on the registration form.*

## Dinner Networking Event, February 12, 2009

We have made arrangements for a relaxing meal for conference attendees on Thursday, February 12th. The progressive dinner is a tour of the "Taste of New Orleans" restaurants and is included in the registration price.

Special Feature for Lunch on February 12, 2008 — In addition to the catered lunch that will be provided, we will provide a speaker from New Orleans Culinary History Tours.

## Travel and Transportation

**Airport:** The Louis Armstrong New Orleans International Airport services New Orleans and is approximately 15 miles from the Royal Sonesta Hotel.

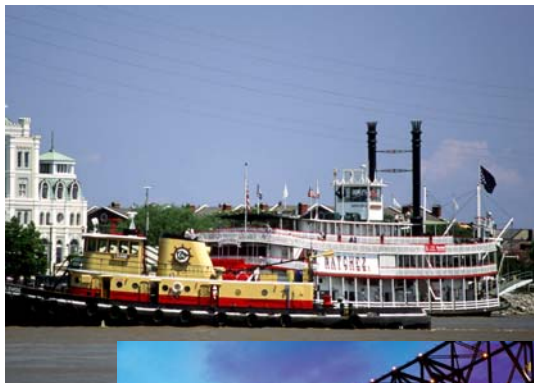
## Ground Transportation

Ground transportation is available from Airport Shuttle at approximately \$13.00 per person each way. For more information call 504/522-3500. Another option is to take a taxi. The fare is approximately \$28 (two people) each way. NOTE: Please check with Airport Shuttle and/or the cab company for current prices before you arrive in New Orleans.

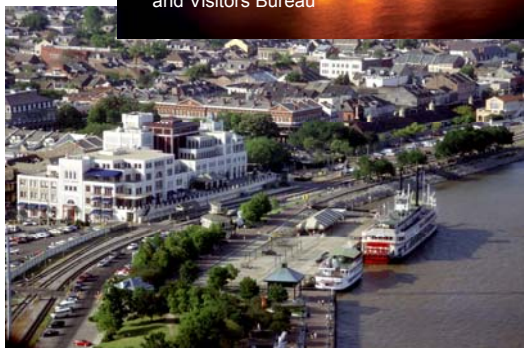
## Photo Release

From time to time, we use photographs and video of the conference and its participants in our promotional materials. By virtue of your attendance, you agree to the use of your likeness in such material.

# Join us in **New Orleans...** to learn, network and have fun!



Photos Courtesy of the New Orleans Convention and Visitors Bureau



## *What is there to do in New Orleans?*

**PLENTY...** here are a few ideas:

- Take a [dinner/jazz steamboat cruise](#) on the Mississippi River
- Try New Orleans' [Cajun and Creole dishes](#)
- Shop in the Warehouse/Arts District ([Magazine Street](#)) for specialty shops, boutiques, art galleries and restaurants
- Visit the [Aquarium of the Americas](#)
- Experience the [nightlife on Bourbon Street](#)

For information on attractions, events, museums, historic sites, shopping, restaurants and nightlife, visit the following Web sites:

**New Orleans Convention and Visitors Bureau** – [www.neworleanscvb.com/](http://www.neworleanscvb.com/)

**Discover New Orleans** – [www.discoverneworleans.com](http://www.discoverneworleans.com)

**New Orleans French Quarter** – [www.frenchquarter.com](http://www.frenchquarter.com)

For quick access to specific information from these sites, click on the following links:

**Map of the French Quarter/Downtown** – [www.discoverneworleans.com/maps/quarter.html](http://www.discoverneworleans.com/maps/quarter.html)

**What to Do** – [www.neworleanscvb.com/listings/index.cfm/catID/10/subcatID/527/locID/0/startrange/All/endorange/All/substart/A/subend/G/hit/1](http://www.neworleanscvb.com/listings/index.cfm/catID/10/subcatID/527/locID/0/startrange/All/endorange/All/substart/A/subend/G/hit/1)

**Discount Coupons to Restaurant/Attractions** – [www.discoverneworleans.com/coupons.pdf](http://www.discoverneworleans.com/coupons.pdf)

**Restaurants** – [www.neworleanscvb.com/listings/index.cfm/catID/11/hit/1/sectionID/1/sectionID/1/subsectionID/531](http://www.neworleanscvb.com/listings/index.cfm/catID/11/hit/1/sectionID/1/sectionID/1/subsectionID/531)

**Shopping** –

[www.frenchquarter.com/shopping/directory.php?category=Shopping&all=1](http://www.frenchquarter.com/shopping/directory.php?category=Shopping&all=1)

[www.frenchmarket.org](http://www.frenchmarket.org)

[www.riverwalkmarketplace.com/html/riverwalk.htm](http://www.riverwalkmarketplace.com/html/riverwalk.htm)

[www.magazinstreet.com](http://www.magazinstreet.com)

For more information about New Orleans, visit [www.experienceneworleans.com/](http://www.experienceneworleans.com/). This site also offers discount coupons for attractions, restaurants and shops.



## 2009 ISM Chemical Group Winter Conference Registration Form

For additional information, contact:

Glenda Cunningham – Group Chair  
727/540-1381  
[glenda.cunningham@tse-industries.com](mailto:glenda.cunningham@tse-industries.com)

Paul Kane – Group Vice-Chair  
317/277-7310  
[kane\\_paul\\_e@lilly.com](mailto:kane_paul_e@lilly.com)

Name: \_\_\_\_\_  CPSM  C.P.M.  A.P.P

Badge Name (How you would like your name to appear): \_\_\_\_\_

Title: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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

If you are a member of ISM, what is your ISM ID number? \_\_\_\_\_

Is this your first Chemical Group Conference?  Yes  No

If yes, who referred you? \_\_\_\_\_

Do you plan to attend the Thursday evening dinner?  Yes  No (price included in conference fee; no discount)

Spouse/guest ticket orders: # for lunch @ \$25 each \_\_\_\_\_ # for dinner @ \$50 each \_\_\_\_\_

Guest Badge Name(s) as it(they) should appear on the badge:

\_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

**Make All Checks Payable to: ISM CHEMICAL GROUP** Check # \_\_\_\_\_ Amount: \_\_\_\_\_

**Credit Card** (check one):  DINERS  VISA  MASTERCARD  AMERICAN EXPRESS

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

Cardholder Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Amount to Charge: \$ \_\_\_\_\_

**Send checks or credit card information and registration form to:** ISM Customer Service, P.O. Box 22160, Tempe, AZ 85285-2160 or Fax to 480/752-2299. Online registrations are accepted at <http://www.ism.ws/education/chemicalconf.cfm>. Please direct any questions regarding registration to: Miranda Smith, 800/888-6276, extension 3020, e-mail: [msmith@ism.ws](mailto:msmith@ism.ws).

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**ISM Office Use Only:**

Acct Code: \_\_\_\_\_ Approval #: \_\_\_\_\_ Date: \_\_\_\_\_ By: \_\_\_\_\_