



**institute for
supply management**

ISM Membership Demographics

August 2006

Periodically, ISM conducts a survey in order to determine the demographic makeup of the association membership. This demographic information is gathered from the results of the ISM 2006 Membership Needs Survey. The full results of the ISM 2006 Membership Needs Survey, which also covers a multitude of program, product and service information, can be found in the Results of the 2006 ISM Membership Needs Survey (ISM form #343). Member demographic information is reported here.

Survey Methodology

A random list of 8,000 ISM members with active e-mail addresses was generated on July 12, 2006, based on a statistically valid sample size. This member sample was sent an invitation to complete the online survey along with a hyperlink to the survey. The deadline for receipt of all completed surveys was August 8, 2006. Of the 8,000 e-mails that were sent out, approximately 1,048 were returned to ISM as undeliverable. This resulted in an actual sample size of 6,952. The resulting data was analyzed using data analysis software. General information regarding population and sample size are provided at right.

Total population (total ISM membership at the time of survey)	40,699
Sample size	6,952
Sample size, as a percent of the total population	17.1%
Completed responses received	795
Sample response rate	11.4%
Responses, as a percent of the total population	2.0%
Margin of error	±4%
Confidence level	95%

Demographic data from the 2006 survey is reported in tabular format along with comparable data from the 2003 survey where applicable.

Overall Demographic Data

Gender:	2006	2003
Female	40.8%	43.1%
Male	59.2%	56.9%
Age:	2006	2003
25 or younger	1.2%	1.7%
26-35	14.6%	15.1%
36-45	27.5%	31.4%
46-55	40.5%	38.8%
56 or better	16.2%	13.0%

Ethnic origin:	2006	2003
African-American	3.3%	4.2%
American Indian	0.1%	0.4%
Asian	4.2%	1.4%
Caucasian	69.3%	71.5%
Hispanic	3.5%	2.6%
Pacific Islander	0.3%	0.4%
Other	3.4%	2.7%
No response	16.0%	16.7%

"No response" is reported here to be consistent with past reports and allow for trend analysis.

Education (Highest Level Attained):	2006	2003
High school graduate	5.0%	3.1%
Some college	20.9%	23.5%
Bachelor's degree	37.1%	37.4%
Some graduate school	9.4%	12.7%
Graduate degree	27.6%	23.2%

ISM Membership Demographics — August 2006

College major:	2006	2003
Business, other than Supply Management	54.6%	58.3%
Engineering or Technology	12.6%	9.8%
Liberal Arts	11.0%	13.0%
Supply Management or Supply Chain Management	7.3%	5.5%
Other	14.5%	13.4%

Annual compensation:	2006
Less than \$40,000	7.5%
\$40,001-\$65,000	32.6%
\$65,001-\$95,000	35.7%
\$95,001-\$110,000	10.9%
More than \$110,000	13.4%

The compensation categories used in 2003 were changed for the 2006 survey, so the categories are not comparable.

Professional Data

Level of current position:	2006	2003
Professional/nonsupervisory	41.0%	41.9%
Supervisory	7.1%	10.1%
Manager	32.7%	32.8%
Director	11.4%	5.8%
VP/executive	3.6%	2.5%
Other	4.2%	7.0%

Areas of supply management involved in:	2006	2003
Purchasing	86.2%	96.2%
Strategic sourcing	62.7%	-
Inventory control	39.7%	48.8%
Services	36.2%	-
Customer service	32.8%	36.0%
Order fulfillment	29.6%	33.4%
Category management	28.0%	-
Receiving	27.1%	31.0%
Warehouse and stores management	26.8%	28.4%
Indirect	26.5%	-
Inbound traffic	24.8%	25.7%
Quality assurance	22.6%	24.4%
Materials handling	22.3%	29.0%
Master planning	21.7%	28.4%
Production	16.8%	20.1%
Outbound traffic	15.2%	16.9%
Investment recovery	12.3%	14.8%

Years worked in the supply management profession:	2006	2003
Less than 3 years	6.8%	6.8%
3-8 years	21.0%	21.3%
9-15 years	26.6%	29.6%
16-24 years	27.2%	26.6%
25 or more years	18.4%	15.7%

Dollar amount of annual purchasing spend:	2006	2003
Less than \$500,000	10.1%	7.2%
\$500,001-\$10.9 million	37.5%	40.1%
\$11 million-\$39.9 million	22.7%	27.6%
\$40 million-\$100 million	15.8%	15.1%
More than \$100 million	13.9%	10.0%

Employing sector:	2006
Accommodation and food services	1.5%
Agriculture, forestry, fishing and hunting	0.5%
Arts, entertainment and recreation	1.2%
Construction	2.7%
Educational services	6.0%
Finance and insurance	4.4%
Government (local, state, federal)	6.3%
Healthcare and social assistance	4.4%
Information	3.2%
Management of companies and administrative services	0.0%
Manufacturing	38.8%
Mining	1.4%
Other services, except government	1.5%
Professional, scientific, and technical services	6.5%
Real estate and rental and leasing	0.5%
Retail trade	2.0%
Transportation and warehousing	3.2%
Utilities	6.8%
Wholesale trade	1.8%
Other	7.7%

The industry classification categories were expanded from 13 in 2003 to 20 in 2006, so comparisons are not valid.

ISM Membership Demographics — August 2006

Number of individuals employed at work location:	2006	2003
1-50	12.2%	10.4%
51-100	8.6%	9.7%
101-150	6.5%	6.4%
151-200	6.9%	6.7%
More than 200	65.7%	66.8%

Employer is a division of a larger organization:	2006	2003
Yes	46.4%	50.7%
No	53.6%	49.3%

Number of employees for the total organization:	2006	2003
Less than 300	11.9%	13.0%
301-500	5.4%	5.6%
501-700	3.9%	3.6%
701-900	2.9%	4.4%
More than 900	75.9%	73.4%

Who the head of supply management reports to:	2006
CEO	13.5%
CFO	20.6%
VP of operations	24.9%
COO/general manager	10.0%
President	13.7%
Other	17.3%

At what time of the year is your training budget set?	2006	2003
January-March	19.0%	17.1%
April-June	12.7%	11.8%
July-September	31.0%	23.3%
October-December	37.3%	47.8%

Association Information

How long have you been a member of ISM?	2006	2003
Less than 3 years	36.1%	34.8%
3-8 years	31.2%	35.1%
9-15 years	18.0%	18.8%
16-24 years	9.7%	7.6%
25 years or more	4.9%	3.7%

Does your employer pay or reimburse you for the following expenses?	2006		
	All Costs	Some Costs	No Response
ISM membership	64.4%	7.0%	28.6%
Membership in other associations	35.2%	18.1%	46.7%
Certification expenses	40.6%	21.9%	37.5%
Professional development/training	42.9%	26.0%	31.1%

Certification/Accreditation Information

Status with regard to C.P.M. certification:	2006	2003
I am a C.P.M. and plan to recertify.	23.2%	27.6%
I am a C.P.M. and do not plan to recertify.	2.3%	0.6%
I hold Lifetime status.	14.8%	13.2%
I plan to become a C.P.M. in the future.	45.7%	45.3%
I do not plan to become a C.P.M.	13.9%	13.3%

In all, 40.4% of respondents indicate that they hold the C.P.M. designation. Of those who plan to become a C.P.M. in the future, 31.4% indicate that they will be ready to apply for the C.P.M. within six months; 27.7% indicate that they will be ready to apply within 18 months; and 40.9% do not know when they will be ready to apply.

Status with regard to other designations:	Currently hold	Don't hold but plan to	Don't hold
Master's degree in Supply Management	8.4%	8.6%	83.0%
Certified in Production and Inventory Management (CPIM)	7.6%	7.2%	85.2%
Certified Professional Purchaser (CPP)	2.9%	4.0%	93.1%
Project Management Professional (PMP)	1.7%	9.6%	88.7%
Certified Professional Public Buyer (CPPB)	1.7%	2.5%	95.8%
Certified Public Purchasing Officer (CPPO)	1.1%	3.0%	96.0%
Certified Supply Chain Professional (CSCP)	0.8%	8.8%	90.3%
Certified in Integrated Resource Management (CIRM)	0.8%	2.3%	96.8%

ISM Membership Demographics — August 2006

Other Information

Cross tabulations of select data was conducted to show the effects of education, achievement of the C.P.M. designation and gender on annual compensation. Education levels and C.P.M. status by gender is also reported.

Annual Compensation by Highest Level of Education Attained:

	High School Graduate	Some College	Bachelor's Degree	Some Graduate School	Graduate Degree
Under \$40,000	21.2%	11.8%	7.5%	1.7%	3.5%
\$40,001-\$65,000	36.4%	56.6%	32.5%	26.7%	15.2%
\$65,001-\$95,000	27.3%	25.0%	42.5%	40.0%	34.5%
\$95,001-\$110,000	12.1%	3.7%	5.8%	11.7%	23.4%
More than \$110,000	3.0%	2.9%	11.7%	20.0%	23.4%

Annual Compensation by C.P.M. Status:

	Current C.P.M.	Non-C.P.M.
Under \$40,000	2.1%	11.7%
\$40,001-\$65,000	24.2%	38.9%
\$65,001-\$95,000	43.4%	29.7%
\$95,001-\$110,000	13.2%	9.2%
More than \$110,000	17.1%	10.6%

Annual Compensation by Gender:

	Female	Male
Under \$40,000	11.7%	4.7%
\$40,001-\$65,000	41.2%	26.2%
\$65,001-\$95,000	30.7%	39.1%
\$95,001-\$110,000	8.2%	12.9%
More than \$110,000	8.2%	17.1%

Highest Level of Education Attained by Gender:

	Female	Male
High school graduate	7.3%	3.5%
Some college	29.1%	15.0%
Bachelor's degree	31.3%	41.1%
Some graduate school	8.4%	10.3%
Graduate degree	24.0%	30.1%

C.P.M. Status by Gender:

	Female	Male
Current C.P.M.	34.9%	47.9%
Non-C.P.M.	65.1%	52.1%