

Spotlight



On ISM Groups and Forums

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.



Association Management Forum

The Association Management Forum (AMF) has a Web site, which can be accessed through the ISM Groups and Forums area of the ISM Web site or directly at www.redlabnet.net/ism_amf/index.html. We will post upcoming events, a selection of speakers with topics, a job seekers listing and other valuable tools to assist the affiliate leadership.

The AMF will be holding its annual membership meeting at the upcoming ISM 90th Annual International Supply Management Conference in San Antonio on Monday, May 9, 2005. Time and room location will be posted at the Conference. We would like to see as many AMF members as possible so that we can discuss upcoming events, goals and objectives for this Forum.

We are currently working on developing a speaker database that will list names and topics and can be used as a tool for affiliate leadership. It should be up and running by mid-year. We also encourage members of the Association Management Forum to participate on the ISM Volunteer Leadership Discussion List where you may post a question on a specific affiliate-related topic.

The ISM Leadership Training Workshops are also a key resource for your affiliate. The locations of the workshops this year are listed below:

- June 3-4, 2005 — Chicago
- July 22-23, 2005 — Raleigh, NC
- July 29-30, 2005 — Las Vegas

*Submitted by Kathleen Perna,
Secretary/Treasurer*

captured our mission and aim to support ISM's goal of leading supply management. The name change will go to the GFSC for approval and subsequently to the ISM Board of Directors for ratification.

The ECG has a session at the ISM Annual International Supply Management Conference in San Antonio. We will present a session titled, "After the Dot-Com Bust: What Is the Role of Electronic Commerce?" on Tuesday, May 10, at 10:20 a.m. The panel will be chaired by Dr. Brian Long and include panelists Ernest Gabbard of Allegheny Technologies, Ken Wellington of Storeroom Solutions, and Kris Keppeler, C.P.M. The discussion will focus on systems that actually work, as well as limitations of electronic commerce from the perspective of experienced purchasing professionals. Emphasis will also be placed on potential future electronic commerce applications. We hope that those interested will come with questions to make the session of maximum benefit to all.

We want to encourage those who have an interest in or just curiosity about technology in supply management to join our Group and contribute. Additionally, if any of you have insight, information or questions that pertain to our mission, please contact our webmaster Ed Wainwright at ewright8@cfl.rr.com or Karl Mann at karlmann@bellsouth.net. We will disseminate this information to the Group and all will benefit from the knowledge. Please give us a couple of months to get our Web site running and then participate.

*Submitted by Karl Mann,
Group Vice Chair*



Electronic Commerce Group

The Electronic Commerce Group's (ECG) mission statement says that the Group exists to establish an environment for providing insight and advancing the field of e-supply management through member participation. This mission statement arose from a reorganization meeting following an election of the board. At our board meeting, we selected Nancy Johnson, C.P.M., A.P.P., as our recording secretary, Elaine Whittington, C.P.M., CPCM, as our treasurer, and Elaine Kabay as our membership chair. Kenneth Wellington will serve as the Group's chair and Karl Mann will serve as the vice chair.

The board unanimously voted to ask Ed Wainwright to serve as webmaster and he graciously accepted the position. We decided to rework our Web site offering and Ed is beginning the complete redesign of our site. Our URL is www.ism-esmg.org, which coincides with our new name, pending board approval. The board decided that the name, Electronic Supply Management Group, better



Federal Acquisition and Subcontract Management Group

The Federal Acquisition and Subcontract Management Group (FASMG) serves to facilitate the networking of those ISM members involved in supply management related to government agencies. Membership in FASMG is free and is one of the benefits of your membership in ISM. All you need to do is sign up — click the "join us" button on our Web site at www.fasmg.org and we will forward information to you and your colleagues. What will you get for your FREE membership?

- Membership in one of the fastest-growing ISM Groups.
- Membership in "the" FASMG Group whose 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. Members are involved in domestic and international markets including those governed by various federal governmental regulations (e.g., FAR and DFARS). We also

consider the “commercial terms and conditions and processes” which sometimes find their “genesis” in commercial item acquisition by the federal government.

- An opportunity to participate in the quarterly FASMG toll-free membership teleconference meeting! Join your peers in discussing timely educational items of “FASMG-related” issues involving prime contractors, subcontractors and/or covering FAR/DFARS, etc.!
- A free subscription to “Regulatory Updates” — an award-winning Internet-distributed newsletter providing a concise overview of significant and current developments at the federal contracting/regulatory level, on those topics important to FASMG members. Current and past issues are posted to the FASMG Web site and can be delivered to your e-mail address, if you wish.
- A free subscription “ADR Tips” — a summary of Alternative Dispute Resolution (ADR) cases, analyses, opportunities, and so on to assist members in drafting better dispute resolution clauses and understanding how to resolve disputes.
- FASMG posts articles of general interest on our Web site.
- FASMG hosts workshops and conferences in various convenient locations in the United States for ISM affiliates, etc.
- FASMG is developing a Speakers Roster as an adjunct to the ISM Speakers Bureau Directory.
- As the FASMG Web site develops, there will be a forum to pose questions and get answers from others involved in government procurement.
- Networking will be made available at future ISM International Supply Management Conferences.
- FASMG will continue to sponsor workshops of interest at each ISM International Supply Management Conference — five programs last year in Philadelphia and several will be presented in San Antonio in May 2005!
- An electronic FASMG membership directory is planned to assist in “networking.”

You receive all this and more by simply signing up! The information and ability to contact your peers is priceless. Why not sign up today?

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*Submitted by Charles Rumbaugh,
Group Chair*



Global Group

The Global Group of ISM focuses on the needs of the supply manager involved or just starting to get involved with sourcing across international borders. Our Group tries to provide resources and references for use by this very diverse group of members.

During past years, the Global Group has sponsored speakers at the ISM Annual International Supply Management Conference, as well as other content for the

members as a resource to assist in the development of this global activity. Our future goals include sponsoring speakers, a global sourcing and business “pre-Conference” seminar, and content by way of articles in the *Inside Supply Management*® publication. Our Group is also interested in providing content by way of speakers to local affiliates. Please contact us so we may find ways to work together for better value for our shared membership.

During this last year, we have elected a new board to guide our organization and clarify the Group function with a name change, which better reflects our focus. You can gain more insight into our Group by going to our Web site at www.ismglobal.org. This site is currently under reconstruction and your input on desired content and insights will be greatly appreciated.

We encourage every member interested in learning or sharing their knowledge to get involved with ISM Groups and Forums. This member benefit offers great networking opportunities to connect with other purchasing or supply managers who share your “problem” or “challenge” and can offer collective wisdom on resolving it. We certainly welcome all involved or getting involved in global work to join our ranks so that we can mutually benefit.

Always remember involvement in an organization follows the old rule: what you put into it will determine what you get out of it. Thanks for getting involved.

*Submitted by Tony Noe, C.P.M., A.P.P., CIRM,
Group Chair*



Hospitality Supply Management Forum

The Annual Fall Meeting held October 14-16, 2004, at the Hyatt Regency Orange County in Anaheim, California, was another great success with more than 95 attendees, sponsors and media on hand. Attendees were treated to thought-provoking speakers, workshops and many networking opportunities.

HSM's Spring Conference is scheduled for May 18-20, 2005, to be held at the Palmer House Hilton in Chicago, with an expected 200 attendees. Don't miss this chance to partake of the best the industry has to offer. Find out what's new in the marketplace and what your colleagues in hospitality are doing to overcome their newest challenges.

- Market updates
- Powerful take-away tools
- Exceptional networking opportunities
- Experts from the hospitality industry
- Trends in food safety, disposables and managing ingredient costs
- Tips on negotiating, project management and writing RFPs
- Special luncheon with Chef Paul Prudhomme

Planning is underway for a successful 2005 Fall Conference. Please watch the HSM Web site, www.ism.ws/sites/hospitalitysupplymgmt, for more information as it becomes available.

*Submitted by Dan Crimmins,
Forum Chair*



Indirect-MRO Group

We have changed our name, effective January 2005. Due to more and more companies broadening the MRO responsibility to include all indirect materials, the MRO Group is now the Indirect-MRO Group. In addition to MRO, the indirect spend responsibility often includes capital equipment, energy and utilities, printing, office products, travel, logistics and more! The new Web site is up and running, so take a look — just go to www.indirectmro.com.

I have just returned from Seattle and I am impressed! I stayed at the downtown Grand Hyatt, the selected site of the 2005 Eighth Annual Indirect-MRO Conference, and walked around one of the most impressive downtowns I have seen. The conference will be held during a great time to be in Seattle, August 29-September 1, 2005. This is the Group's highlight event of the year, bringing together knowledgeable speakers, practical how-to case studies and timely emerging indirect materials/MRO topics. About 150 professionals, representing more than 90 companies, attended last year's conference and workshops at the JW Marriott in Las Vegas and it made for a great networking and experience exchange.

Maybe you can attend our Eighth Annual Conference! Registration information and program details will be made available at www.indirectmro.com.

International Conference and Local Events

Planning is underway for the 2005 event in San Antonio, and the Indirect-MRO Group will host a small reception for our members at the Hilton Palacio del Rio on the evening of May 9, 2005. The Group is also sponsoring two sessions at the ISM Annual International Supply Management Conference:

- Supplier Performance and Scorecards for Indirect Spend, presented by Jamie Crump, Senior Manager, Corporate Procurement, Purdue Pharma, on Monday, May 9, 2005
- Releasing Value From Indirect Materials, presented by George Krauter, VP, Storeroom Solutions and Dr. Eberhard Scheuing, ISM Professor Emeritus, St. John's University, on Tuesday, May 10, 2005

The Indirect-MRO Group is also beginning the planning process for presenting regional-based special events again, with preliminary planning underway for an Ozark Regional Purchasing Conference and one in the Gulf South. If your affiliate is large enough and has an interest in working closely with us to promote a local area-wide conference and workshop event, please get in touch (e-mail: mrogroup@sbcglobal.net). These conferences and workshops serve as a very good educational event and fund-raiser for your affiliate.

Organization

The Steering Committee continues to work toward development and approval of a set of Rules of Management, along with succession planning, etc. This will, hopefully, provide for continued service to our membership. The membership roster for 2005 should be out by mid-May.

For any of the areas of service to our membership, please send me your thoughts and suggestions at mrogroup@sbcglobal.net. Don't forget to visit our Web site, www.indirectmro.com.

*Submitted by Joel Thomas,
Group Chair*



Supply Management

Maximizing Opportunities. Managing Risk.

Institute for Supply Management™ defines supply management as the identification, acquisition, access, positioning and management of resources the organization needs or potentially needs in the attainment of its strategic objectives.



www.ism.ws



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 purchasing, 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 at www.ism.ws. We want to hear from ISM members who would like to help represent the MMG in their area or participate in planning at the national level. 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 purchasing and materials 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 90th Annual International Supply Management Conference and

Educational Exhibit in San Antonio, May 8-11, 2005. We will then sponsor a post-Conference seminar in San Antonio on May 12-13: Materials Management: Creating a Seamless Process. We will co-sponsor a conference with the Logistics and Transportation Group in Las Vegas on July 28, 2005. We are moving toward closer cooperation with other groups, so look for more co-sponsored events in the future.

Submitted by **Fred Lutz, C.P.M., CIRM,**
Group Chair



Medical Industry Group

The ISM Medical Industry Group has developed a new Web site, www.ism.ws/sites/medicalindustry, which is also accessible through the ISM Groups and Forums area of the ISM Web site.

Our goal is to communicate current and future events, educational opportunities for the membership, and other valuable tools to benefit the affiliate members. A membership survey will be distributed in the near future to obtain input from the membership. This information will be utilized by the leadership in developing goals and objectives for the Medical Industry Group.

Meet the Leadership Team

The chair is John A. Efthemis, C.P.M., who has over 30 years of experience in healthcare and supply chain management. He has worked primarily in large hospitals or IDNs. Currently, he is employed by Premier, Inc., an alliance of hospitals and group purchasing organization (GPO). His position is director, supply chain contracting management services.

The first vice chair is Myron "Mike" Nelson, C.P.M., MBA, from Aurora Health Care System located in Oak Creek, Wisconsin. He has held a variety of operational management positions: corporate purchasing, materials management, quality, organizational and planning, and education.

The second vice chair is Ray Bossung, currently the director of materials management and nutritional services operations for Memorial Health Care Systems in Seward, Nebraska. He has a broad experience base in procurement, materials management, nutritional services and accounting.

Currently, the secretary/treasurer position is open and we are seeking interested candidates. If you are interested, please contact the chair at john_efthemis@premierinc.com.

If you would like to participate in the Medical Industry Group or need additional information, please contact our chair, John Efthemis, at 704/733-2129 or john_efthemis@premierinc.com.

Submitted by **John Efthemis, 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 to ISM members in support of minority and women's business initiatives.

Pre-Conference Seminar: The Education Committee has scheduled a special pre-Conference seminar on Saturday, May 7, 2005, prior to the ISM Annual International Supply Management Conference in San Antonio. Developed especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process, the session will provide information on the best practices in supplier diversity.

Annual Meeting Workshops: The MWBDG will also sponsor several sessions on supplier diversity. A complete list with times and dates will be published in the Conference brochure.

Annual Meeting and Networking Reception: The Annual Meeting of the MWBDG is scheduled for Sunday evening, May 8, during the Annual Conference, and will be followed by the annual Networking Reception. The reception provides the opportunity for Conference attendees to chat with Group members and guests about supplier diversity and to meet the MacDonald Award recipient.

New Board Members: Three new members will be joining the Group's board of directors. They are: Steve Sims, NMSDC; Gwendolyn Turner, Pfizer; and Valerie Nesbitt, Delta Air Lines.

Strategic Planning: The MWBDG board of directors conducted its annual strategic planning session at ISM Headquarters in Tempe, Arizona, in February 2005. The session enabled the board to integrate its mission fulfillment with ISM guidelines and policies, as well as plan educational programs and prepare budgets accordingly.

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 corporations, educational institutions and the media.

Submitted by **Ginger Conrad,**
Group Secretary



Pharmaceutical Forum

The Pharmaceutical Forum continues to focus on advancing the supply management profession through a number of key initiatives including:

- Workshops highlighting the latest supply management strategies, technologies and trends
- Funding of educational grants to leading institutions with supply management curricula
- Promoting the growth of minority- and women-owned businesses by funding minority business executive training, conducting supplier workshops and best-practice sharing, facilitated by our Pharmaceutical Supplier Diversity Subcommittee
- Fostering a strong collaboration with ISM and CAPS for focused benchmarking and sharing best practices

Among our key accomplishments in 2004 was awarding a \$25,000 grant to the W.P. Carey School of Business at Arizona State University. This represents the third scholarship award, the others being Bowling Green State University and North Carolina State University. Over the past three years, the Forum has donated over \$100,000 in

promoting supply management and minority business education.

In October, the Forum once again partnered with the Drug Chemical and Allied Trades Group (DCAT) and the ISM Chemical Group to hold a Strategic Sourcing Summit and Showcase. The two-day workshop at the Sheraton Meadowlands in New Jersey featured excellent speakers covering topics such as Pharmaceutical Value Chain, Energy Volatility, Procurement Best Practices, Economic Trends and the Specialty Chemicals Market.

In December, the Forum held its quarterly board meeting at ISM Headquarters in Tempe, Arizona. The two-day meeting featured numerous presentations from ISM and CAPS executives on topics including e-learning, strategies/trends, benchmarking, research priorities and others.

Our Pharmaceutical Supplier Diversity Subcommittee had a very successful 2004. Two minority companies, Adair Eyewear Unlimited and Ochoa Industrial Sales Corporation, were awarded educational grants for their executives to attend Amos Tuck at Dartmouth College. Among the key activities in 2004 were:

- The PRSDC Opportunity Fair and continued focus on supplier classification efforts in Puerto Rico
- Ongoing Veteran Business Outreach via semiannual or quarterly virtual trade shows
- Sponsorship of Veterans Business Training and Outreach Conference

In 2005, the Pharmaceutical Forum plans to fund additional minority business executive education programs and develop plans for additional endowments at leading universities with supply chain/purchasing programs. A Web site is being launched to facilitate communications and benchmarking among Forum members. In the fall, we will once again partner with DCAT and the ISM Chemical Group to present a two-day workshop on key supply management topics presented by recognized experts in the field. In addition, leading suppliers in technology and procurement strategies will be represented. The workshop will be held at the Sheraton Meadowlands in East Rutherford, New Jersey, on October 5-6, 2005. Plans are to distribute a flier shortly with detailed information on the workshop. We highly recommend your participation at this event.

*Submitted by William Stirling, C.P.M.,
Forum Chair*



Services Group

The Services Group is dedicated to supply management professionals who work for services-based organizations or who are responsible for sourcing and contracting of services within their organizations.

What has the Services Group been up to since our last *Spotlight* news?

2004 Services Conference:

The Services Group held its Fifth Annual Services Conference on December 2-3, 2004, in Scottsdale, Arizona:

Breakthrough Strategies: Leadership and Bottomline Results for Your Services Spend

The Future of E-Procurement (Fabio Rosati, Elance, Inc.)

Behaviors That Drive Services Supply Chain Results (Joan Koerber-Walker, CorePurpose, Inc.)

The Business Transformation Outsourcing (BTO) Trend and Its Potential Impact on Services Procurement Professionals (Jim Kalina, IBM)

Global Risk: Outsourcing Services: A New Aesop's Fable of the Ant and the Termite (Jack Berry, Pegasus Global Partners)

Managing Your Human Capital Suppliers (Janine M. Battaglia, Avaya)

The Seven Deadly Sins of Service Agreements (Kevin M. Lipps, C.P.M., Sprint)

Indirect Spend: Procurement Controls and the Impact of Sarbanes-Oxley (Lynn Fountain, Aquila Inc.)

Plans are already underway for next year's conference, which will be held in Scottsdale on December 1-2. So mark your calendars and plan on attending.

Chat Sessions:

The Services Group held a chat session on "The Impact of the Sarbanes-Oxley Law on Supply Management." In response to feedback received from members, the Services Group is in the process of planning future Chat Sessions.

What are current and upcoming Services Group events?

ISM's 90th Annual International Supply Management Conference and Educational Exhibit:

The Leadership Council of the Services Group will be sponsoring eight sessions at the 90th Annual International Supply Management Conference and Educational Exhibit in San Antonio:

- Session AF — Stop Misallocating Purchasing Resources — Corey Billington, Ph.D., Consulting Associate Professor, Stanford University — Lisa M. Ellram, Ph.D., C.P.M., A.P.P., C.M.A., Professor of Supply Chain Management, Arizona State University
- Session CJ — Supplier Performance and Scorecards for Indirect Spend — Jamie S. Crump, Senior Manager — Corporate Procurement, Purdue Pharma L.P.
- Session DD — Building the Procurement Superhero: Innovative Practices in Professional Development — Robert Dunn, Principal, Strategic Procurement Solutions — Mark J. Trowbridge, C.P.M., Principal, Strategic Procurement Solutions
- Session EH — The 21st-Century Ideal Supply Management Organizational Format for 2005 — Peter E. O'Reilly, Ph.D., DPS, C.P.M., A.P.P., Chief Procurement Officer, AMERIGROUP
- Session GH — Sourcing and Contracting Services: Challenges and Opportunities — Michael G. Patton, SVP Operations, Center of Excellence, Prosero
- Session HI — Writing an Effective Scope of Work: The First Step to Supplier Performance — Jim Haining, MBA, C.P.M., A.P.P., Lead Negotiator, Sprint
- Session IF — Outstanding Customer Service for Procurement Professionals — Robert Dunn, Principal, Strategic Procurement Solutions — Mark J. Trowbridge, C.P.M., Principal, Strategic Procurement Solutions
- Session JC — Global Outsourcing of Knowledge-Based Services: Strategy and Relationships — Subroto Roy, Ph.D., Assistant Professor, University of New Haven — K. Sivakumar, Ph.D., Arthur Tauck Professor of International Marketing and Logistics, Lehigh University

The Services Group Reception/Membership Meeting will be held on Monday, May 9, 2005, at 4:45 p.m. to 5:45 p.m. at the Hilton Palacio del Rio.

ISM Services Group Program:

The Power of the Services Supply Chain: Strategies and Integration — St. John's University, New York — June 2, 2005. www.ismservicesgroup.org

New Services Group Members:

Anyone wishing to join the Services Group can do so by contacting Bryan Eaves, C.P.M., director of membership services, at Bryan.Eaves@compassbnk.com

*Submitted by Ellen Berry, C.P.M.,
Group Director of Communications*



Southeastern Professional Procurement Group

The Southeastern Professional Procurement Group (SPPG) is dedicated to facilitating and encouraging the free interchange of ideas and knowledge that are specific to interests, industries and commodities within the geographical area of the Southeastern United States.

The purpose and mission of the SPPG is to provide an educational and networking structure/forum for purchasing and supply management professionals. Membership is open to any Regular or Direct member of ISM within the geographical area.

Sponsoring quality educational supply management topics at ISM's Annual International Supply Management Conference is one of the avenues the SPPG uses to service its members. At the 89th Annual International Supply Management Conference in Philadelphia last year, members attended a greatly received session, "Negotiating After Deadlock: Moving From Confrontation to Collaboration, Even After They've Said No!"

This year at ISM's 90th Annual International Supply Management Conference in San Antonio, the SPPG is sponsoring a number of workshop sessions, dedicated to bringing key topics and relative information to the attendees.

The SPPG will also be partnering with an affiliate within the SPPG region presenting a regional educational workshop this fall. Look for upcoming details on our Web site.

Also during the 2005 ISM Annual International Supply Management Conference, the SPPG will hold its annual membership meeting at which time the 2005-07 term slate of officers will be voted on. If you are interested in serving, please contact the Executive Committee via e-mail. Current Executive Committee officers are: Chair, Marty Rutkovitz; 1st Vice Chair, Maureen Donnelly, C.P.M.; 2nd Vice Chair, Les Long, C.P.M., A.P.P.; Secretary/Treasurer, Sandra Kinsey, C.P.M.

Please visit our Web site at www.ism.ws/sites/sppg for information regarding the SPPG.

*Submitted by Marty Rutkovitz,
Group Chair*



Southwest Supply Chain Forum

MARK YOUR CALENDARS NOW

EXCELLENCE IN INNOVATIVE SUPPLY MANAGEMENT AWARD DUE JULY 15, 2005

59TH ANNUAL SOUTHWEST PURCHASING CONFERENCE, OCTOBER 5-7, 2005

Membership in the Southwest Supply Chain Forum is not required to participate in either program.

Excellence in Innovative Supply Management (EISM)

In 2004, five outstanding companies received recognition at the 58th Annual Southwest Purchasing Conference.

They are:

- American Heart Association, Dallas (two-time recipient)
- Clarke American Checks, Inc., San Antonio
- City of Garland, Garland, TX (two-time recipient)
- Houston Community College, Houston
- Sandia National Labs, Albuquerque, NM

This award recognizes and rewards innovative and organizational excellence in the purchasing and supply management field. The EISM provides value not only to our members but to the companies they work for. Achievement of the EISM showcases the company's innovative best practices and promotes the purchasing/supply management department within the company and to the suppliers. All companies are eligible to apply for the award. For details, visit our Web site, www.ismswscf.org.

59th Annual Southwest Purchasing Conference (SWPC)

The SWPC will be held in Galveston, Texas, October 5-7, 2005. We start with a day of pre-conference seminars and continue with one and a half days of the best educational value offered. We invite you to compare our conference cost and educational value with any other purchasing or supply management conference. From our keynote speakers, to workshops led by nationally recognized experts in our field, to our supplier exposition, to networking with peers, we pack a lot of education, knowledge and fun into a short period of time. Attendees learn the latest trends in the profession and build on knowledge already in place.

In 2006, we head to Albuquerque, New Mexico. Our conference will coincide with the balloon festival. We hope you will be joining us in 2005 and obtain so much value you will mark your calendars for 2006.

The membership of the SWSC Forum is comprised of a diverse group of purchasing and supply professionals from many industries, with a wide variety of experiences and a depth of knowledge covering the five-state area of Kansas, Louisiana, New Mexico, Oklahoma and Texas. Our mission is to provide the highest level of educational development opportunities to our membership and beyond. Working with this Forum provides each of us with the opportunity to expand our own growth and experience, help others in our profession and develop friendships that will last a lifetime. Again, you do not have to be a member of our Forum to participate in either of our great programs. For more information, contact me at 972/205-2425 or cacooper@ci.garland.tx.us or visit our Web site at www.ismswscf.org.

*Submitted by Carol Cooper, C.P.M.,
Forum Chair*



STRATEGIES FOR A STABLE AND RELIABLE SUPPLY CHAIN

UPMG Plans 74th Annual Conference

High attendance and strong evaluations proved that the Fall Utility Purchasing Management Group Forum (UPMG) Annual Conference in Chicago was another in a long line of successful meetings of utility executives and their suppliers. UPMG has been meeting since 1924 and is one of the longest-running Forums in ISM. The annual UPMG Charity Golf Tournament was held on Sunday before the conference with the proceeds donated to the Juvenile Diabetes Foundation.

The Executive Committee and Supplier Advisory Committee just completed planning for the next conference, October 2-4, 2005, at the Sheraton Hotel in Universal City, California (Los Angeles area). This year's conference theme will be "Strategies for a Stable and Reliable Supply Chain." In recent years, we have witnessed natural disasters, threats of terrorism, a decreased number of supplier companies, and unstable raw-materials markets. The 2005 conference will explore the impacts on the utility supply chain and how to prepare for critical events. The planning committees debated key threats to the supply chain and found that financial and personnel disasters are major factors that must also be considered. Utility companies must be well-informed about potential threats and aware of contingencies if they are to limit the consequences of unplanned events.

The Supplier Advisory Committee also reminded us of two important facts: (1) suppliers are also vulnerable to

these same kinds of threats and (2) Suppliers can often be instrumental in a utility's recovery. These are facts that we must consider to responsibly fulfill our duties.

This year's conference has been designed to address how to anticipate and prepare for critical events and how best to recover. These subjects are relevant to any business. All ISM members are invited to attend the conference and earn continuing education credits, as well as contribute some of their experiences through social sessions.

There will be many opportunities for networking among utilities and suppliers. This is a great opportunity to get national and regional suppliers together with utilities from the United States and Canada. Past conferences have seen participants from Scotland, Barbados, U.S. Virgin Islands, Japan and Mexico.

Important subcommittee contributions will include the continued focus on revealing best practices in our industry and a new subcommittee to satisfy the particular interests of those involved specifically with the generation of power.

The conference will feature great keynote speakers providing some levity to get us motivated and keep our spirits high! UPMG's annual conference offers value, information, networking opportunities and is a great forum for giving you what you need to stay competitive in purchasing management.

Visit the UPMG Web site as details are revealed on this great event.

Submitted by **Philip Arbuckle**,
Forum Conference Manager

"Leadership is action, not position."

~ Donald H. McGannon

former president of Westinghouse Broadcasting Corporation and the National Urban League

What: ISM's newest recruitment campaign, rewarding members for enrolling other supply management professionals.

Who: The campaign is open to all current ISM regular members and ISM affiliates.

When: The campaign kicks off March 1, 2005, and will run through November 30, 2005.

How: Current members will earn rewards when they recruit new members into ISM. For details, visit www.ism.ws.

Lead by Example

For more information on this exciting new campaign, including complete campaign rules and regulations, visit the Members Only section of our Web site (www.ism.ws).



800/888-6276 or 480/752-6276, extension 401

www.ism.ws



**institute for
supply management**

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GROUP AND FORUM CHAIRS

Forums

Association Management Forum

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Pharmaceutical Forum

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Women in Leadership Group

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For a complete listing of Group and Forum officers, visit the ISM Home Page (www.ism.ws); move cursor to Members Only; on foldout menu, select Association Governance — you'll need your ISM ID number — click on National Officers Directory, scroll down to Groups or Forums.

To access an ISM Group or Forum Web site:

1. Go to **www.ism.ws**
2. Move cursor to **Members Only**
3. On foldout menu, select **Affiliates, Groups & Forums**
4. Select **Affiliate/Group/Forum Web Sites**
5. Select **ISM Group and Forum Web Sites**
6. Then select the **Group** or **Forum** of your choice

To access the Discussion Forums:

1. Go to **www.ism.ws**
2. Move cursor to **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 Special-Interest Groups or Forums. Complete the form on page 10 and return it to ISM or submit one online at www.ism.ws/MembersOnly/gpenrolformnew.cfm. You will be added to the membership roster of the Group or Forum indicated on your enrollment form.

About ISM's Special-Interest Groups and Forums

GROUPS:

ISM Groups are composed 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.

Eastern Purchasing and Supply Management Group

Exists to educate, develop and advance the purchasing and supply management profession in the following areas, including but not limited to Pennsylvania, Maryland, Delaware, Virginia, North Carolina, South Carolina and the District of Columbia.

Electronic Commerce Group

Composed of members who have 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 your influence on its dominance.

Global Group

Composed 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 Forum

Composed 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.

Medical Industry Group

Purchasing and supply management for hospitals and similar institutions; 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

Composed 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.

Services Group

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

Southeastern Professional Procurement Group

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

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.

FORUMS:

ISM Forums are composed 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

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

Rail Industry Forum

Purchasing and supply management people working within the North American rail industry.

Southwest Supply Chain 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 in 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

Melanie DePalma at 800/

888-6276, extension 3062,

or via e-mail

at mdepalma@ism.ws.

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 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 composed 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"/> Minority and Women's Business Development |
| <input type="checkbox"/> Eastern Purchasing and Supply Management | <input type="checkbox"/> Logistics and Transportation | <input type="checkbox"/> Northeast Supply Management |
| <input type="checkbox"/> Electronic Commerce | <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"/> Southeastern Professional Procurement |
| <input type="checkbox"/> Global | | <input type="checkbox"/> Women in Leadership |

FORUMS

ISM Forums are composed 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"/> Southwest Supply Chain |
| <input type="checkbox"/> Hospitality Supply Management | <input type="checkbox"/> Pharmaceutical | <input type="checkbox"/> Steel Buyers |
| <input type="checkbox"/> New York/New Jersey | <input type="checkbox"/> Rail Industry | <input type="checkbox"/> Utility Purchasing Management Group |

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; move cursor to **Members Only**; on foldout menu, select **Affiliates, Groups & Forums** — you'll need your ISM ID number — select **Group/Forum Enrollment Form**.

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

FAX: 480/752-7890