

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.



Chemical Group

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 and supply management 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.

Looking Ahead

As technology advances, industries throughout the world require increasing quantities of chemicals to produce various products that the world demands. As a result, chemicals have grown more important to the economy and national defense. Buyers who purchase 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.

2006 Mid-Winter Conference Report

The annual Mid-Winter Conference, *Surviving High Prices and Hurricanes*, held at the Treasure Island Hotel and Casino in Las Vegas, Nevada, on February 23-24, 2006, was a great success. As usual, there was an excellent panel of speakers who gave conference participants an excellent overview of a number of current issues that are facing supply professionals in the chemicals and related industries.

The following presentations are available on the Chemicals Group Web site at www.ism.ws/sites/chemicalgroup.

- *Viewing the U.S. Economy through the ISM Report on Business®* — Norbert Ore, C.P.M., Institute for Supply Management™
- *Chemical Cycles and the Outlook for 2006* — Joseph Chang, Chemical Market Reporter
- *Supply and Demand of Natural Gas and Oil* — Dan Lippe, Petral
- *Managing Commodity Price Volatility* — Dr. George Zsidisin, Michigan State University
- *Strategic Supplier Relationships — New Strategies for Changing Times* — Dawn Tiura, Denali Consulting

In addition, Dr. Hugh Willoughby of Florida International University, keynote speaker, presented some

valuable information on the 2006 and beyond hurricane forecast. An evening networking event provided conference attendees with a chance to get a taste of some of the unique dining experiences that only Las Vegas has to offer.

Each attendee received nine Continuing Education Hours toward their C.P.M. recertification requirements. Details on the 2007 ISM Chemical Group Spring Conference will be forthcoming beginning in October 2006.

2006 Fall Sourcing Summit

Together with the Drug, Chemical and Associated Technologies Association (DCAT), the ISM Chemical Group is pleased to announce the Annual Sourcing Summit, November 1-2, 2006 at the East Brunswick Hilton Hotel in New Brunswick, New Jersey. This event is a joint effort between DCAT, the ISM Chemical Group and the ISM Pharmaceutical Forum.

Program information, registration and more information will be coming soon. Event details will be posted on the ISM Chemical Group Web site, www.ism.ws/sites/chemicalgroup and on DCAT's Web site, www.dcat.org/strategic_sourcing_summit_2006.php.

Officer Candidates Apply Here

Looking for an opportunity to develop your leadership skills? The ISM Chemical Group is an excellent place to get experience in that respect. A three-year rotation through the chairs of the Chemicals Group will give you the opportunity to interact with others in your peer group and develop business skills and relationships that can benefit you over the course of your career.

If you would like to be considered for a leadership role with the Chemicals Group, please contact any of the officers listed on the Group's Web site, www.ism.ws/sites/chemicalgroup.

Submitted by **Pat Hurd, C.P.M.**
Group Chair



Federal Acquisition and Subcontract Management Group

In late October 2005, Joe Faulkner of the United Space Alliance, LLC (USA) and group seminar and workshop chair, met with Hernan Jamarillo of NAPM—Houston, Inc. to develop and produce an educational opportunity that would benefit both organizations. The symposium was held on January 13, 2006 with approximately 40 attendees.

The group decided to capitalize on Houston's reputation as "Space City" by affording NAPM—Houston, Inc. members the opportunity to see the space program

first-hand. The group arranged two NASA facility tours and an astronaut appearance to enhance the symposium's briefings given by top USA subcontract and procurement managers. The symposium focused on the practical aspects of supply chain management, SCOR implementation and employing supply chain management tactics and management re-engineering to overcome problems typical of a low production, operations oriented business. The tours of the Johnson Space Center's Neutral Buoyancy and Space Food Systems laboratories lent particular meaning to the briefings. We learned that a daytime event combined with superior speakers and plant tours created an outstanding experience. Members learned about the NASA mission and subcontract management at the prime level, topics rarely covered at dinner meetings. Everyone learned about the power of teaming with others and subcontract management to create an outstanding, low-cost educational event.

For more information on the Federal Acquisition & Subcontract Management Group (FASMG), visit us at www.fasmg.org. The FASMG serves to facilitate the networking of those ISM members involved in acquisition and contract management at the federal agency, prime contractor or subcontractor level. Membership in FASMG is free and is one of the benefits of your membership in ISM. All you need do is sign up — select Join Us on our Web site at www.fasmg.org and we will forward information to you and your colleagues.

*Submitted by Rene Rendon, C.P.M., CPCM, PMP
Group Chair*



Global Group

ISM reports that it has added more than 20 new members to the Global Group roster. That is great news and we welcome you all, new and old members, to Group activities!

Initial government trade data show that the U.S. portion of world trade grew by about 10.7 percent in 2005. Total U.S. trade was up from \$2,237 billion in 2004. From 1990 to 2004, U.S. imports grew by 197 percent. Our involvement in trade is a significant contribution to our economy, our high standard of living and our country's status in the world. Our country's supply managers successfully imported about \$1,610 billion in 2005. Trade is growing and will continue to grow into the future, and the members of ISM's Global Group will contribute increasing effectiveness to the growth of trade.

Our Global Group focuses on the professional needs of the supply managers and other support staff involved in the tremendous work required to find effective processes to manage those global supply management operations. The Global Group elected new officers in late 2005 for the 2006-07 term. The new leaders represent a diverse slice of American industry and have extensive global experience and knowledge. Several new board members make frequent trips to China, India, Mexico, Europe and Eastern Europe. Our Group's objectives are:

1. To provide information resources for global supply issues and promote local and national programs, which will aid in the education and development of global supply.
2. To study, evaluate and impart global supply management knowledge and assist in the preparation of reports, studies or statistics of global general interest.

3. To provide a Web-based newsletter and networking system to foster discussion and the exchange of information and knowledge on a cooperative basis.
4. To work with the ISM Continuing Education Program and others to encourage and assist in the professional development opportunities for members and others.
5. To foster and promote ethical procurement practices that are effective globally.

Our education programs this year include a major global seminar and conference that includes a one-day seminar led by a distinguished seminar leader and a two-day conference with distinguished speakers and four company presentations from different industries concerning their activities in global trade. Each of these programs includes maximum opportunity for participant interaction and learning. These events are designed to be lively learning events based on involvement and interaction.

The Global Group is sponsoring several programs at the upcoming 2006 ISM Annual International Supply Management Conference on May 7-10, 2006 in Minneapolis, as well as other content for the members as a resource to assist in the development of global activity. Ten of the sessions address global sourcing, offshoring, world-class supply chains or closely related topics. Most of supply management concerns global operations. We urge you to visit the Groups and Forums table at the Conference, located in the registration area. We would like to meet you and have an opportunity to discuss activities and events.

We have been in contact with the ISM Educational Resource Group to discuss opportunities to expand interaction between the two groups. Particularly, we want to motivate opportunities for joint research and collaborative writing between academicians and global practitioners. Equally important, we want to expand our opportunities to participate in and influence student interest in global studies, research and careers.

The Global Group Web site is now up and running again. We invite your interest and support for the Web site in three ways: (1) if you have useful references or sources of global information, let's share it on the site; (2) use the site and (3) send us your suggestions to help us make the Global Web site more informative. The Web site belongs to everyone — let's all help make it bigger and better!

The original and lasting objectives for ISM, when it was founded in 1915, were to foster and promote fellowship and the exchange of ideas or opinions along with collecting, creating and disseminating information and knowledge concerning all supply management processes. Our founders saw the merit of small groups, local organizations and conferences as an organizational process. They were right in 1915 and our ISM Groups and Forums provide valuable service and purpose for ISM members today. We invite and even urge you to join one or more ISM Groups or Forums soon.

The great American thinker Thomas Edison once said, "There is a better way. Find it!" He was correct, and our challenge in the ISM Global Group is, "Find that better way"! Let's work together to that end!

*Submitted by Dr. Robert Kemp, C.P.M.
Group Chair*



Hospitality Supply Management Forum

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

2005 Fall Conference

The Annual Fall Conference, held at the Crowne Plaza Anaheim Resort in Garden Grove, California, September 21-23, 2005 and attended by more than 100 supply management professionals, media and sponsors, was a great success. Attendees were treated to thought-provoking speakers, workshops and many networking opportunities.

2006 Spring Conference

ISM's Spring Conference is scheduled for May 17-19, 2006 at the Hotel Monaco Chicago and Summit Executive Centre in Chicago, with more than 250 people expected to attend. Take this opportunity to find out what's new and what's on the horizon as ISM's own "food network" brings you face-to-face with your colleagues and leaders in the industry. This is a chance to ensure you have a fresh, safe supply chain that delivers quality at the right price and will include:

- Market updates and economic updates
- Powerful take-away tools
- Exceptional networking opportunities
- Experts from the hospitality industry
- Tips on negotiating and project management
- A special session with chef Martin Yan

Registered attendees may also take advantage of onsite C.P.M. and CFPM testing. The Certified Purchasing Manager (C.P.M.) designation is globally the most recognized designation for supply management professionals. The program is designed for experienced supply managers and focuses on managerial and leadership skills, plus a variety of specialized functions designed to enhance the value of the profession. For more information on the C.P.M., please visit ISM's Web site, www.ism.ws.

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

2006 Fall Conference

Planning is underway for a successful 2006 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



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



Indirect-MRO Group

The Ninth Annual MRO Group Conference & Workshops is scheduled for October 1-4, 2006 at the Wyndham Hotel (Magnificent Mile area) in downtown Chicago.

This is the Group's highlight event of the year, bringing together knowledgeable speakers and the best case studies and emerging indirect material/MRO topics we can find. The speakers provide just the right mix of academic input and practical how-to case studies. About 150 professionals, representing more than 90 companies, attended last year's conference and workshops in Seattle and made for great networking and experience exchange.

Why not attend our Ninth Annual? Registration information and program details will be available in July 2006 at www.indirectmro.com. Please don't hesitate to contact me at mrogroup@sbcglobal.net with any questions.

The Indirect-MRO Group will also sponsor one or more workshops during ISM's upcoming 91st Annual International Supply Management Conference and Education Exhibit on May 7-10 in Minneapolis. A reception is planned for the evening of Monday, May 8 for all members and those interested in becoming members. Last year's reception had more than 100 attendees, and I had a great time, too!

The Indirect-MRO Group has successfully begun a process for presenting regional-based special events again. The Ozarks Regional Purchasing Conference was held in November 2005 with more than 40 attendees, enough to break even and generate revenue for the sponsoring

affiliate, NAPM—Arkansas, Inc. If you are a large affiliate with an interest in working closely with us to promote a local or area-wide conference and workshop event, please contact me at mrogroup@sbcglobal.net. These conferences and workshops serve as very good educational events, interest builders and fundraisers for your affiliate.

The membership roster for 2006 is slated for a May 2006 distribution to all active members. For any of the areas of service to our membership, please send me your thoughts and suggestions.

*Submitted by Joel L. Thomas
Group Chair*



Materials Management Group

The Materials Management Group (MMG) promotes professional development, best practices and networking opportunities in our broad profession. Our field encompasses all aspects of purchasing and supply management, 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. 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.

We have scheduled, in conjunction with ISM, *Strategic Materials and Supply Planning Boot Camp*, October 19-20, 2006 in Tempe, Arizona. This is an excellent time of year to visit Arizona, so mark your calendars and plan to attend! An Eastern U.S. workshop is tentatively planned for June 2006; more details will be communicated to the members soon.

The MMG newsletter features articles by leading purchasing and materials professionals. Our editorial staff welcomes your articles. Also contact us to be added to the newsletter distribution list or for general inquiries.

The MMG will sponsor several presenters at the upcoming 91st Annual International Supply Management Conference and Educational Exhibit in Minneapolis, May 7-10, 2006. In addition, we will hold a Group annual meeting at the Hilton Minneapolis on Sunday, May 7, 2006 at 9:00 a.m. We are also moving toward closer cooperation with other ISM Groups.

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



Medical Industry Group

Our goal is to communicate current and future events, provide educational opportunities and other valuable tools to benefit the Group members. A membership survey was distributed and the results have been helpful in assessing our needs. The leadership will continue to

utilize this information in developing goals and objectives for the Medical Industry Group.

Join us on Monday, May 8, 2006 at the Hilton Minneapolis from 5:00-6:00 p.m. for a free networking event for supply management professionals interested in the medical industry. Kirsten Thompson from Ecolab will address the likelihood of a pandemic flu outbreak, the possible effects this may have on the supply chain and how businesses should prepare for the event.

The ISM Medical Industry Group Web site is available online at www.ism.ws/sites/medicalindustry or it can be accessed through the ISM Groups and Forums area of the ISM Web site. Stay on top of Group activities by accessing the Activity Calendar, or join the Medical Industry Group listservs.

If you would like to participate in the Medical Industry Group or need additional information, please contact any of our board members. You can find contact information on our Web site, www.ism.ws/sites/medicalindustry.

*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 two pre-conference seminars, one for Friday, May 5, *How to Develop and Manage a Supplier Diversity Program*, and one for Saturday, May 6, *How to Manage Diversity in Global Supply Chains*, prior to the ISM Annual International Supply Management Conference in Minneapolis. Developed especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process, the seminars will provide information on the best practices in supplier diversity.

Annual Meeting Workshops: The MWBDG will also sponsor two sessions on supplier diversity: Session AF, Sunday, May 7, at 2:15 p.m., *Hitting Home Runs: Supply Managers a Supplier Diversity MVPs*, presented by Joan Kerr, executive director of supplier diversity programs at AT&T and MWBDG board of member; and Session GG, Tuesday, May 9, at 10:20 a.m., *How to Build a Strong, Well-Developed Supplier Diversity Program*, presented by Clark Terrill, C.P.M., manager of corporate purchasing for American Honda Motor Company.

Annual Meeting and Networking Reception: The annual meeting of the MWBDG is scheduled for Sunday evening, May 7, during the Annual Conference, which will be followed by the annual networking reception. The agenda for the annual meeting is the election of officers and the introduction of the current board members. 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: Two new members have joined the Group's Board of Directors: Wendy Lamont, Americas sourcing leader, procurement services, IBM; and

Rengen Li, manager of supplier diversity, The Coca-Cola Company.

Strategic Planning: The MWBDG Board of Directors conducted its annual strategic planning session at ISM headquarters in Tempe, Arizona in February 2006. 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*



New York/New Jersey Forum

The ISM NY/NJ Forum membership consists of all the Regular and Lifetime members of ISM affiliates in the New York and New Jersey region.

Our mission is to educate and develop our members as supply management professionals; to help them develop as volunteers and leaders; and to facilitate communications between and among the affiliates. To this end, every fall the Forum holds a conference that delivers educational and networking opportunities. Last year's conference was no exception. The Fifth Annual Conference in Lake Placid, New York, received feedback indicating that it was "great" and the "best ever." This year's conference is scheduled for October 20-21, 2006. Details will be sent out soon.

Please visit our Web site at www.ismnynj.org for further information.

*Submitted by **Phillip P. Kelley, J.D., C.P.M., A.P.P.**
Forum Chair*



Pharmaceutical Forum

The Pharmaceutical Forum continues to focus on advancing the procurement 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 curriculums.
- Promoting the growth of minority- and women-owned businesses by funding minority business executive training and conducting supplier workshops and best practice sharing, facilitated by our Pharmaceutical Supplier Diversity Subcommittee.
- Fostering a strong collaboration with ISM and CAPS: Center for Strategic Supply Research for focused benchmarking and sharing best practices.

Among our key accomplishments in 2005 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

five years, the Forum has donated more than \$125,000 toward promoting supply management and minority business education. In addition, the Forum board decided to provide a total of \$24,000 in supplemental grants in 2006 to Arizona State University and Bowling Green State University to ensure the scholarships have adequate funding for future awards.

A Web site was recently launched to facilitate communication and benchmarking among Forum members. The Web site address is www.ism.ws/sites/PharmForum. The Web site is currently being populated with updated information on Forum members, activities and events.

In October 2005, the Forum once again partnered with the Drug, Chemical and Associated Technologies Association (DCAT) and the ISM Chemicals 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 outsourcing, world-class procurement, supplier diversity benchmarks, supplier relationship management and more. Plans are underway for another summit in Fall 2006. Information will be distributed at the ISM Annual International Supply Management Conference in May and will also be communicated by ISM and DCAT in various publications.

In December 2005, the Forum held its quarterly board meeting at ISM Headquarters in Tempe, Arizona. The two-day meeting featured numerous presentations from ISM and CAPS: Center for Strategic Supply Research executives on topics including e-learning, strategies/trends, benchmarking, research priorities, globalization and more. The Forum board plans to meet at ISM again in December 2006.

The Supplier Diversity Subcommittee activities in 2005 included:

- Several key meetings with excellent participation for the purpose of sharing objectives, benchmarking, identifying metrics and providing capabilities presentations to potential suppliers.
- The Web site was updated to include key information about the Supplier Diversity Pharmaceutical Forum with key contact information and a listing of major meetings and events in the activity calendar.
- In the area of executive sponsorship, JohnSons Press attended the Minority Business Executive Program offered by Tuck Executive Education at Dartmouth.
- A cross-industry benchmarking survey focusing on supplier diversity programs was distributed among 16 pharmaceutical companies by CAPS: Center for Strategic Supply Research in September and the final report issued to all participants in mid-November.

In 2006, the Pharmaceutical Forum plans to fund two minority business executive education programs and is developing plans for additional endowments at leading universities with supply chain or purchasing programs. The Forum board will continue to hold quarterly meetings, including the planned December meeting at ISM/CAPS: Center for Strategic Supply Research headquarters. Plans are to engage CAPS: Center for Strategic Supply Research in additional benchmarking activities and work with ISM management more closely for educational opportunities. The Forum board will continue to support the important work of the Supplier Diversity Subcommittee, which includes benchmarking, outreach and business development for small minority and disadvantaged businesses. At the upcoming ISM Annual International

Supply Management Conference in Minneapolis in May, the Forum will hold a networking event.

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



Services Group

The Services Group was formed to champion best practices and networking opportunities associated with supply management practitioners, who source services (such as temporary labor, consultants, building services, telecom and technology needs, among others) or who work in one of the many services related industries.

The Services Group is very pleased to have had such a successful year in 2005 and a great start to 2006. Listed below are some of our highlights:

- January 2006 began with a 13 percent membership increase from December 2005. Current membership is 780.
- In 2005, increased membership to 692, a growth of 46 percent over 2004. Our estimated target was 10 percent.
- The Sixth Annual Services Conference in 2005 had approximately 260 persons in attendance, an increase of 56 percent over the 2004 Services Conference.
- Initiated the first ISM Services Group Services Seminar in June 2005 in New York. This seminar had 86 persons in attendance.
- Held three online chat sessions ("Sarbanes-Oxley and Supply Chain Management"; "The Impact of the Mergers in the Voice Communications Field on Negotiations"; and "Reducing the Cost of Courier Services through New Contracts") for members with a combined total of 431 persons participating in these sessions.
- With ISM as a co-sponsor, the Services Group provided a two-day services seminar in November 2005.
- Conducted a membership survey in which 93 members participated.
- Commenced the Services Group University Partnership Program with five universities — ASU, Clark, Michigan State, Western Michigan and Penn State.
- Awarded two \$2,500 scholarships to Wei Chen and Raphaelle LeBourg, both of Arizona State University and students in the supply chain management program.
- Implemented several new procedures associated with the Groups/Forums Excellence Award nomination form.
- Earned the first ISM Groups/Forums Excellence Award.
- Co-sponsored with CAPS: Center for Strategic Supply Research, a survey, "Trends in Services Purchasing and Supply Management," directed by Dr. Lisa Ellram of ASU. This research project involved 160 companies and organizations in government, manufacturing and services.
- Began an association with the U.S. Department of Defense to provide support and knowledge in the government's efforts to improve its procurement of services.

Services Group Vision Statement: The Services Group aspires to be the center of excellence for promoting service-related procurement as an opportunity to reduce cost, reduce risk and enhance shareholder value. The Services Group will be recognized for high standards in

educational programs, ethical conduct and in the professional development of its members.

Services Group Mission Statement: The mission of the Services Group is to achieve its vision. It will accomplish this by actively supporting the purchasing and supply management profession through:

- Developing and articulating best practices for the purchasing of services.
- Identifying challenges and opportunities associated with service-related industries.
- Conducting forums, conferences and training programs that address members' specific needs and issues pertaining to service-related purchasing or supply management.

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*



Southwest Supply Chain Forum

The Southwest Supply Chain Forum (SWSCF) includes ISM members from a five (5) state area: Kansas, Louisiana, New Mexico, Oklahoma and Texas. Our primary focus is to provide affordable educational opportunities, which include the presentation of our Annual Southwest Purchasing Conference. Registration is available to both members and non-members. The SWSCF also sponsors the Excellence in Innovative Supply Management program and award, a benchmarking recognition open to all qualifying organizations.

60th Annual Southwest Purchasing Conference (SWPC)

The Southwest Supply Chain Forum is pleased to present the 60th Annual Southwest Purchasing Conference in the beautiful city of Albuquerque, New Mexico, October 4-6, 2006 at the Albuquerque Marriott.

The theme of the 2006 conference is "Movin' On Up ... Your Supply Management Career!" As Albuquerque has become known for its yearly balloon festival, the SWPC has become known for its educational value.

You will not want to miss this educational opportunity to advance and enhance your professional career. Educational events include two pre-conference seminars, quality educational tracks and credible speakers known throughout the profession. Enjoy supplier exhibits and networking opportunities with peers from the profession. You will return armed with advanced knowledge of your profession and tools to enhance your career! You can't beat the value of this conference event!

We look forward to seeing you at the 60th Annual Southwest Purchasing Conference! Also make plans to stay for the Albuquerque International Balloon Festival, which begins October 7, 2006.

Excellence in Innovative Supply Management (EISM)

The EISM award recognizes and rewards innovation and organizational excellence in the supply management field. Achievement of the EISM provides value to

the recipients and their employers by promoting the best practices of the supply management department. The 2005 EISM recipients are:

The American Heart Association
City of Garland, Texas
Clarke American Checks Inc.
Houston Community College Systems
Martin Resource Management Corporation

Sandia National Laboratories
San Jacinto College District

For information about the Southwest Purchasing Conference and the EISM award, visit our Web site, www.ismswscf.org.

Submitted by **Sharon Malkovicz, C.P.M.**
Forum Chair

Groups and Forums Now Forming

Supplier Management Group

ISM members are welcome to join who are interested in networking with others in a Supplier Management Group. The group will provide an educational network for communication among members who have 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. The Supplier Management Group will have in-depth discussions on best practices in areas of interest with leading-edge companies, the ability to brainstorm with peers when new challenges/opportunities are presented and set the standards for a rapidly advancing practice. Interested members attending the ISM 91st Annual International Supply Management and Educational Exhibit, please join us at the Supplier Management Group organizational meeting Sunday, May 7 from 4:30-5:30 p.m. Room assignment will be available at the Groups and Forums table.

If you are interested in joining the Supplier Management Group, please contact Melanie DePalma at 800/888-6276, extension 3062, or via e-mail at mdepalma@ism.ws

*On Your
Marks ...
Get Set ...*



GROW



ISM's AFFILIATE RECRUITMENT CHALLENGE Is Underway!

ISM's latest membership recruitment campaign is underway — and your affiliate can win one of two educational seminars or \$1,500 of educational resource materials as a result.

The Affiliate Recruitment Challenge (ARC) runs from March 1 through November 30, 2006, and will award the affiliate with the highest percentage net increase (excluding transfers) a two-day ISM seminar or \$1,500 (member retail price) of ISM educational resource materials.

In addition, all affiliates that increase their membership by 15% or more during the contest will be entered into a drawing where one of those affiliates will be selected at random to receive one free two-day ISM educational seminar as well.

The seminars can be held wherever the winning affiliates choose, used as a gift to current members or as a way to show potential members the benefits of joining.

For more information, visit the ISM Web site at www.ism.ws.

Good luck!

GROUP AND FORUM CHAIRS

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Federal Acquisition and Subcontract Management Group

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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); go to Members Only; on foldout menu, select Association Governance — you'll need your ISM ID number — click on National Officers Directory and scroll down to Groups or Forums.

To access an ISM Group or Forum Web site:

1. Go to **www.ism.ws**
2. Go 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. Go to **Members Only**
3. On foldout menu, select **Discussion Forum**
4. Select **Enter Member Forum Area**
5. 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 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 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

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

Indirect-MRO Group

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

Logistics and Transportation

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

Materials Management Group

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

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

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

Services Group

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

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 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.

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

FORUMS

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

- | | | |
|--|--|--|
| <input type="checkbox"/> Association Management | <input type="checkbox"/> Petroleum Industries Buyers | <input type="checkbox"/> 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; go 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