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Spotlight

ON ISM GROUPS AND FORUMS

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www.ism.ws

This publication is a report of current activities and information from the ISM Groups and Forums and is provided to the ISM membership. Articles are in alphabetical order by the Group or Forum name. Please take a look at what the Groups and Forums of interest to you are doing.

Chemical Group

Mission/Purpose

The objectives of the ISM Chemical Group are to foster and promote interchange of ideas and cooperation among its members; to disseminate information of interest and benefit to its members on subjects such as purchasing fundamentals, marketing, management, finance, market trends, various chemical products, materials management, distribution and transportation; to foster ethical supply management practices; to encourage the institution of courses and seminars in schools and other organizations for the practical training of supply management professionals; and to strive by all legitimate means to advance the supply management profession in the chemical industry.

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.

2007 Spring Conference Report

The annual event was held in at the Renaissance World Golf Village in St. Augustine, Florida, on March 1-2. The theme for this year's meeting was "Driving Procurement into the 21st Century." As usual, there was an excellent panel of speakers who were arranged to give the conference participants an excellent overview of a number of current issues that are facing supply professionals in the chemicals and related industries.

Among the presentations that were given at the conference were the following:

"Future Energy Prices — There's a Change Coming"

Ron Gist, senior principal, Purvin & Gertz

"Industrial Products From Agricultural Resources"

Dr. Scott Bloomer, Archer Daniels Midland Co.

"The Ever-Changing Conditions in the Global Aromatics Market"

Alex Lidback, global practice leader – Aromatics, CMAI

"ISM Report on Business® -- Manufacturing"

Norbert Ore, C.P.M., chair, ISM Manufacturing Survey Committee

"Mergers and Acquisitions in the Chemicals Industry"

Telly Zachariades, senior managing director, Bear Stearns

"Asian Sourcing Boom — How Long Will it Last?"

David Jacoby, Boston Consulting Group

These presentations can be viewed by linking to the Chemical Group Web site at www.ism.ws/sites/chemicalgroup/.

Each attendee received 9 CEHs toward their C.P.M. recertification requirements. This meeting is an annual event, and the next one will be held in March 2008. Details about that meeting will be forthcoming beginning in October 2007.

2007 Fall Sourcing Summit

Together with DCAT, the ISM Chemical Group is pleased to announce the dates of the annual Sourcing Summit are set. This event is a joint effort between DCAT, the ISM Chemical Group and the ISM Pharmaceutical Forum.

The dates for the event are set, as is the location:

October 24-25, 2007

The Hyatt Hotel

New Brunswick, NJ

Program information, registration and more information will be coming soon. Keep posted at www.ism.ws/sites/chemicalgroup/Newsletter.htm and www.dcat.org/2007StrategicSourcingSummit.php.

Submitted by Pat Hurd, C.P.M.

Group Chair

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 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.

What will you get for your free membership?

- Membership in a 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. We also consider the commercial terms and conditions and processes which sometimes find their genesis in commercial item acquisition by the federal government.

- Quarterly newsletter with timely industry-specific articles.
- Networking opportunities will be made available at future ISM Annual International Supply Management Conferences.
- FASMG will continue to sponsor workshops of interest at each ISM Annual International Supply Management Conference.

ISM's 92nd Annual International Supply Management Conference Event

Join the FASMG for a networking reception at the 92nd International Supply Management Conference on Sunday, May 6, 2007 from 5:00-6:30 p.m.

Submitted by Rene Rendon, C.P.M., CPCM, PMP

Group Chair

Global Group

The Global Group heads into 2007 with great excitement. As I write this, volunteers are furiously working to construct the inaugural Global Group Conference, to be held in September 2007 in Mesa, Arizona. The complexities of global business – including logistics, sourcing and the environment – will be among some of the topics we present. The intent is to make this no ordinary conference, but an event featuring ISM members as presenters sharing ideas, exchanging best practices and having a great time outside the daily rigors of work life. The two-day event will be preceded by a seminar on globalization. As chair of the group and host of the event, I look forward to a packed house and the opportunity to meet as many new faces as possible.

If you are like me and desire more contact with ISM peers but can't dedicate the time you want, the Global Group has established a Yahoo Group called – what else – the ISM Global Group. Nearly 10 percent of registered Global Group members signed up in the first week. Questions, postings and peer information are already being shared. I encourage anyone interested in learning more to find us online at Yahoo Groups or send me or any of our board members an e-mail.

Submitted by James E. Martin

Group Chair

Hospitality Supply Management Forum

The mission of ISM's Hospitality Supply Management Forum (HSM) is to be the premier education and networking forum for hospitality industry supply management. The HSM Forum supports its mission by offering 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.

2007 Spring Conference

Join Hospitality Supply Management Forum (HSM) for its 2007 Spring Conference at the Lincolnshire Marriott Resort in Chicago from May 16-18, 2007. Choose from a smorgasbord of educational sessions on a range of topics from food safety to fuel surcharges to contract negotiations. Session topics include:

- **Trends to Watch** — Review foodservice industry trends to help you manage your business whether you're in the commercial or non-commercial sectors.
- **The Economic and Commodity Outlook for the Coming Year** — Economist Bill Lapp offers his views on what to expect in the coming year — from surging energy costs to rising corn costs.
- **Food Safety: It's More Than Checking the Expiration Date** — Discover surefire supplier approval and monitoring processes, brought to you by professionals from the frontlines of today's food safety issues.
- **Using Social Responsibility as a Corporate Advantage** — This session is co-presented by the executive director of purchasing for Chipotle Mexican Grill and the conservation programs manager at the John G. Shedd Aquarium. Discover how a progressive chain leverages social responsibility practices to their advantage. Also, hear how you can take simple steps to protect your customers with safe seafood-buying practices, while keeping the oceans healthy for generations to come, and saving money!

Registration fee is \$349 (USD) for ISM members. Information on early registration discounts and team discounts is located online at www.ism.ws. Select Education — Seminars, Conferences.

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 is 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.

Submitted by Karen Settlemeyer

Forum Chair

Indirect-MRO Group

Tenth Annual Indirect-MRO Group Conference & Workshops

On September 24-25, 2007, the annual two-day conference, with workshops the day before and the day after, will be held in Chicago at the Wyndham Hotel (in the "magnificent mile" downtown area). For complete details of this year's event and agenda, download the full brochure at www.indirectmro.com.

Yes, we are repeating the location because last year's ninth annual was the most successful ever, and well represented by attendees from the United States, Canada, Latin America and Korea! Chicago has great logistics -- and because this is our 10th annual conference, we want to make it the best we can. Expect a broad and timely mix of well-presented indirect-MRO topics, presented by real companies doing real things that will save your company real money. Last year's Conference had almost 200 attendees representing more than 140 companies -- check out what *Purchasing* magazine had to say about the conference at www.purchasing.com/article/CA6397163.html.

Check out future events and other news on www.indirectmro.com or on the ISM Web site, www.ism.ws/sites/mro/. Contact information: Joel Thomas, 479/527-9062.

Indirect-MRO Roster Publication

We are updating the membership roster to reflect our current (and growing) membership. This attractively bound book will be mailed to all members sometime in April 2007. If you are a member and do not get one, let us know.

International Conference & Local Events

If you are attending the ISM International Conference in Las Vegas, the Indirect-MRO Group will host a small reception for our members on Sunday evening to honor the Indirect-MRO Group's sponsored speakers and others presenting indirect-MRO topics of interest. Past receptions were well-attended, with lots of networking and discussion. Details as to exact time/place will be posted on our Web site when available.

Employment Opportunities

We are setting up a section on our site, www.indirectmro.com, which will post opportunities from time to time. It should be up and running by late March. Check it out and let us know of your openings when appropriate.

Group Officers

Chair: Michael Smith, Ph.D., MBA program director, Western Carolina University: mesmith@wcu.edu

Vice-Chair: Tim Underhill, president, strategic business solutions: tim.underhill@sbs4me.com

Secretary-Treasurer, Richard Lacoste: rlacoste1@juno.com

Submitted by Michael Smith, Ph.D.

Group Chair

Logistics and Transportation Group

The mission of the Logistics and Transportation Group is to provide, for ISM membership, networking opportunities, educational programs and a forum for professional interaction in the fields of logistics and transportation for acquisition, contracting, purchasing, procurement and supply management professionals.

Our Group is open to all ISM members who have an interest in logistics or transportation issues. Please feel free to visit our Web site at www.ismltg.org to see the latest news concerning our Group.

Submitted by Gregory Bunn, C.P.M.
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 supply management, including production planning, inventory management, warehousing, traffic, transportation and other related activities. We are continuing to revitalize the MMG and invite you to participate with us. We are in the process of establishing closer ties with ISM affiliates and increasing MMG enrollment. Visit our Web site, www.ismmmg.org, and send us your materials-related questions or issues for commentary. We have a panel of materials management experts standing by to take your queries. We urge interested ISM members to enroll in the MMG through the ISM Web site www.ism.ws. We want to hear from ISM members who would like to help represent the MMG in their area or internationally. We need more volunteers and more ideas on how we can add value for our members and profession. We are open to co-sponsoring events with ISM affiliates.

The MMG newsletter features articles by leading supply management professionals. Our editorial staff welcomes your articles. Contact us with your materials-related problems and questions. Also contact us to be added to the newsletter distribution list or for general inquiries. 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 92nd Annual International Supply Management Conference and Educational Exhibit, from May 6 through May 9, 2007. In addition, we will be holding a Group annual meeting during the conference (time, date and location will be announced later).

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

Medical Industry Group

Our goal is to communicate current and future events, and provide educational opportunities and other valuable tools to benefit the Group members.

The ISM Medical Industry Group Web site is available 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 listserv.

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 Ron Feldman, CMRP
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 and expertise to ISM members in order to drive minority and women's business initiatives.

MWBDG Web Site

The board of directors is proud to announce the creation of a Group Web site on the Internet at www.mwbdg.com. It includes information about our board of directors, strategic plan, membership, education and training, how to establish an affiliate Minority & Women's Business Development Group or Committee, awards and recognitions, frequently asked questions and a resources page with contact information for numerous organizations, as well as definitions of acronyms, all relevant to supplier diversity. Also posted are recent issues of our newsletter.

Pre-Conference Seminars

The Education Committee has scheduled two pre-conference seminars on Friday, May 4 and Saturday, May 5, 2007, prior to the ISM Annual Conference in Las Vegas. The Friday session covers "How to Develop and Manage a Supplier Diversity Program." The Saturday session is titled "Advanced Strategies in Supplier Diversity." Developed especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process, the sessions will provide information on the best practices in supplier diversity.

Conference Workshops

The MWBDG will also sponsor a workshop during the conference. Session CE, Monday, May 7, at 10:40 a.m., is "Wake Up Your Supplier Diversity Program." The presenter is Clark Terrill, C.P.M., purchasing consultant, The Advantage Company.

Annual Meeting and Networking Reception

The annual meeting of the MWBDG is scheduled for Sunday evening at 5:00 p.m. on May 6, during the annual Conference, which will be immediately followed by the annual networking

reception. The agenda for the annual meeting includes a review of the year's accomplishments, an overview of our strategic plan 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 2007 MacDonald Award recipient, given in honor of the first chairman of the Group, Charles J. McDonald Jr., recognizing an ISM member for exemplary contributions in minority business development. And you will be able to meet the winner of our Champion Award for Sourcing and Supply Managers. This new award recognizes a sourcing and supply manager who promotes and incorporates supplier diversity into the global supply chain. Invitations with venue will be sent once we have our room assignment.

Strategic Planning

The MWBDG Board of Directors conducted its annual strategic planning session at ISM headquarters in Tempe, Arizona, in February 2007. The session enables the board to integrate its mission fulfillment with ISM guidelines and policies, refine operations, 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 Public Relations Chair

Services Group

The ISM Services Group is dedicated to promoting best practices and networking opportunities for supply management professionals who source services (such as temporary labor, consultants, building services, telecom and technology needs and so on) or who work in one of the many services-related industries.

Did you know?

- ISM Services Group was organized by procurement professionals during the ISM International Conference in 2000.
- ISM Services Group has more than 900 members and is still growing!
- ISM Services Group was the first recipient of the ISM Groups and Forums excellence Award.
- Wei Chen and Raphaette LeBourg of Arizona State University each received a \$1,000 scholarship from ISM Services Group at last years Annual Services' Conference.
- Depending on the industry, between 30 to 80 percent of all purchasing is service-related.

Join us at our 8th Annual ISM Services Group Conference

November 29-30, 2007

**Pointe South Mountain Resort
Phoenix, Arizona**

ISM Services Group Scholarship Winners

The Services Group awarded each student with \$1,000 plus sponsored registration and travel allowance to the ISM Services Conference that took place December 7-8, 2006 in Scottsdale, Arizona.

The following students were presented with awards:

- Ankush D'Souza, Amy Smith, Wenting Yue: Arizona State University
- Neha Sawhney, Matthew Fisher: Penn State University
- Scott Thinglum, Joshua Fitzpatrick: Western Michigan University
- Alex Ward, Marcus Brown: Michigan State University

The Services Group's university relations efforts focus on four main areas: mentoring, internships, scholarships and on site activities. The ISM Services Group is one of several groups comprised of ISM members with common interests for education and networking in various topics.

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 Peter O'Reilly, C.P.M.

Group Chair

Southwest Forum

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

61st Annual Southwest Supply Management Conference (SWSMC)

The 61st Annual Southwest Supply Management Conference dates are October 24-26, 2007. The conference is being held in Galveston, Texas, October 24-26, 2007 at the San Luis Resort. You are encouraged to make your reservations early as the host hotel is filling up quickly.

Our theme, "Find a Treasure for Your Supply Management Career" exemplifies the outstanding educational content of this conference! 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 61st Annual Southwest Supply Management Conference!

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 2006 EISM recipients are:

The American Heart Association

BWXT Pantex, Amarillo, Texas

City of Garland, Texas

Clarke American Checks Inc.

Martin Resource Management Corporation

M7 Aerospace LP

Sandia National Laboratories

Tulsa Public Schools, Tulsa, Oklahoma

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

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

Supplier Management Group

This May at the ISM Conference, the Supplier Management Group will have its inaugural meeting. We were recently approved by the ISM Board at the January meeting and we are very excited to get this journey launched! More than 104 members have signed up for the Group, which is an excellent start.

We will be sending out a survey prior to the Conference to all of the members who signed up so we can start our Group with a baseline of where we are all at in the supplier management process. The results of the survey will be one of our agenda topics at the May meeting. Additionally, we will be soliciting your input for content and ideas as to how to make this Group a meaningful experience for all of us.

We are currently working on a Group Web site as well as a newsletter and other forms of communication. We would like to know if any of you would like to contribute/volunteer to assist in making our Group a success – if you are willing to, please contact me at pat.birmingham@pfizer.com. If you have a success story in the supplier management arena we would love to hear that, as well!

Looking forward to May!

Submitted by Pat Birmingham
Group Chair

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

Be an Applicant for the 2008 ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management

We're gearing up to accept applications for the 2008 ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management. The application period will be open from July 2-September 28, 2007.

Named for supply management leader and innovator R. Gene Richter (1937-2003), the prestigious awards program was created by ISM to recognize leadership and innovation in supply management and further the understanding and importance of supply management to business success.

Award-winning supply organizations are selected from applications received in four categories: Process, Technology, People and Organization/Structure. The 2006 Richter Corporate Award recipients included:

- BP p.l.c. (People)
- DaimlerChrysler (Organization/Structure)
- Fluor Hanford (Technology)
- Johnson & Johnson (Process)
- KLA-Tencor (Process)
- Rockwell Collins (Technology)

Winners of the 2007 awards will be announced at a dinner on May 7, 2007 in Las Vegas. Winners present workshops on Tuesday, May 8, 2007 at the ISM Annual International Supply Management Conference.

Ensure your organization has the chance to be a part of a key program. Submit an application of innovation and leadership. You can sign up to be notified of the open application period at www.ism.ws/RichterAwards/RichterRequestForm.cfm.

Certified Professional in Supply Management (CPSM)

ISM continues to lead supply management by developing the Certified Professional in Supply Management (CPSM) qualification, which debuts in 2008. The CPSM is relevant internationally and reflects the expanded education, skills and experience needed to be a successful supply management professional.

CPSM Requirements

A bachelor's degree from a regionally accredited institution and at least five years of full-time professional supply management experience (non-clerical, non-support) is required for the CPSM. Candidates must also pass all three CPSM Exam sections.

Current C.P.M.s who hold a bachelor's degree from a regionally accredited institution can take the Bridge Exam to earn their CPSM. These candidates must also have at least five years of full-time professional supply management experience.

CPSM Exam

The CPSM Exam will consist of three separate exam sections which together will cover the main segments of supply management. Exam content will address today's supply environment and such workplace complexities as risk, strategic sourcing, technology and increased skills needed for supply professionals to drive value in their organizations.

The three CPSM Exam sections are:

- Foundation of Supply Management
- Effective Supply Management Performance
- Leadership in Supply Management

ISM will have a Bridge Exam for C.P.M.s (who hold a bachelor's degree from a regionally accredited institution and meet the experience requirements) to attain the CPSM. The bridge will be a single exam covering contemporary subject matter and content not covered in the current C.P.M. Exam.

CPSM Recertification

Candidates must earn 60 Continuing Education Hours (CEHs) during their current CPSM certification period. At least 40 CEHs must be educational in nature. Up to 20 CEHs may be earned in the professional contributions category. ISM does not need to pre-approve CEHs for recertification.

Candidates will be able to retake CPSM Exam Sections for 20 CEHs each, but only in their last year of qualification or during their grace period.

Lifetime CPSM status will not be offered. Because the profession is continuing to increase in complexity, continuing education will play a major role in making sure supply managers stay current on the latest supply management best practices.

Is the CPSM for Me?

The CPSM is for those individuals who provide leadership by aligning resources to define and satisfy diverse internal and external customer needs through the acquisition and

ongoing management of materials and services. The CPSM focuses on strategic supply management and contains the most comprehensive body of knowledge in this area.

The CPSM has been developed by nearly 100 subject-matter experts in supply management from the following areas: Disposition/Investment Recovery, Distribution, Inventory Control, Logistics, Materials Management, Packaging, Product/Service/Development, Procurement/Purchasing, Qualify, Receiving, Strategic Sourcing, Transportation/Traffic/Shipping, Warehousing, Outsourcing Issues and Production Management/Manufacturing Supervision.

The CPSM certification will enable professionals to gain a clear understanding of their organization's supply operation and enable managers to take an active role in critical decisions. Each step in the development of an organization's products and/or services is controlled by supply management. Current evolution of the profession dictates that a strategic level certification is needed for professionals to effectively implement innovative supply strategies throughout their entire organization.

The CPSM will be a milestone for those professionals who take ownership of their careers. Surveys indicate those with professional designations report higher annual compensation than those without certification. Pursuing your CPSM certification is your chance to leverage your knowledge and experience into career advancement.

Changes to the Certified Purchasing Manager (C.P.M.) Program

The last day to apply for an Original (or New) C.P.M. designation is December 31, 2013. However, the last day to register for the C.P.M. Exam is December 31, 2008.

The last day to register for the C.P.M./CPSM Bridge Exam is December 31, 2013.

These C.P.M. program changes came from ISM's Certification Committee and are supported by findings of the research study conducted with Knapp & Associates International Inc. Foremost among the study's conclusions is that pronounced changes in the field demand a new professional qualification that reflects higher skill levels across the entire spectrum of supply management.

Keep Updated on the CPSM Program

CPSM information will be provided on the ISM Web site, in Supply Line 2055: Certification Update, in NewsLine, through affiliate leadership and via e-mail updates to subscribers. Be sure to sign up to receive CPSM updates.

If you have questions or comments, contact ISM Certification at: certification@ism.ws.

! WARNING !

FAILURE TO RENEW YOUR ISM MEMBERSHIP ON TIME MAY RESULT IN THE FOLLOWING:

LIGHT-HEADEDNESS — AS YOUR DEADLINE APPROACHES AND YOU CAN'T FIND THE INFORMATION YOU NEED.

SHORTNESS OF BREATH — WHEN YOU DISCOVER YOU CAN'T ACCESS ISM'S ONLINE CAREER CENTER AND THE HUNDREDS OF JOBS LISTED THERE.

NAUSEA — AS YOU PAY NONMEMBER PRICES ON SEMINARS, PRODUCTS OR C.P.M. MATERIALS.

DEPRESSION — WHEN YOU REALIZE THAT YOU'RE NO LONGER A PART OF THE FIRST AND ONLY ORGANIZATION DEDICATED EXCLUSIVELY TO SUPPLY MANAGEMENT PROFESSIONALS.

DON'T LET THIS HAPPEN TO YOU!

**CONTACT ISM OR YOUR LOCAL AFFILIATE TODAY AND MAKE SURE
YOUR MEMBERSHIP DOES NOT LAPSE.**



**Institute for
supply management**

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

www.ism.ws

GROUP AND FORUM CHAIRS

Forums

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Supplier Management Group

Patricia Birmingham
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Women in Leadership Group

Lori Sisk, C.P.M., A.P.P.
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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 Affiliates, Groups & Forums — you'll need your ISM ID number — click on Group and Forum Officers.

To access an ISM Group or Forum Web site:

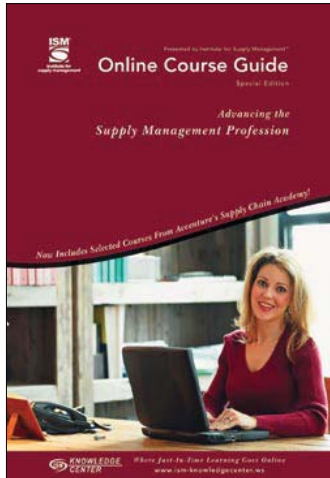
1. Go to www.ism.ws
2. Select **About ISM**
3. Select **ISM Group and Forum Web Sites**
4. Then select the **Group** or **Forum** of your choice

To access an ISM Discussion Forums:

1. Go to www.ism.ws
2. Select **Members Only**
3. On foldout menu, select **Discussion Forum**
4. Scroll down and choose the **Discussion** of your choice

Consider the benefits of belong to one of ISM's Groups or Forums. Complete the form on page 12 and return it to ISM or submit one online at www.ism.ws – Members Only – Affiliates, Groups and Forums – Group/Forum Enrollment Form. You will be added to the membership roster of the Group or Forum indicated on your enrollment form.

ISM Knowledge Center



ISM recently enhanced the Knowledge Center with a new learning environment and we've expanded our class offerings to now include Accenture's Supply Chain Academy (SCA) courses. Global in scope, these courses were developed by experts from more than 30 leading organizations, professional associations, industry consortia and educational institutions.

Knowledge Center courses are self-directed and allow you to learn at your own pace. Courses are also convenient because all you need is a computer with an Internet connection. They are cost-effective because travel is not required. And, you earn Continuing Education Hours for every course that you complete.

**Get your copy of the Online Course Guide today.
Visit the Knowledge Center at www.knowledgecenter.ws.**

Self-directed courses are available in these topic areas:

Cost/Price Strategies	Qualification/Certification
Finance and Economics	Quality
Globalization/International	Services Purchasing
Government	Social Responsibility
Legal	Sourcing Strategies
Logistics/Transportation	Supplier Relationships
Manufacturing	Supply Chain Management: Concepts & Processes
Negotiations	Supply Chain Management: Planning
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Where just-in-time learning goes online!

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REGISTER TODAY!

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SUPPLY CHAIN MANAGEMENT

This introductory course defines supply chains and explores how to manage them effectively to improve efficiency. Delve into the characteristics and applications, methods, processes and systems used in the operation of supply chains. Take away tools and tips to help you become an asset to your organization.

14 CEHs

VISIT THE ISM KNOWLEDGE CENTER FOR UPCOMING DATES.

PURCHASING AND THE LAW

This course is designed as an overall introduction to contract law and the Uniform Commercial Code (UCC). Coverage includes contract formation, contract performance and contract remedies as well as agency law, a variety of other legal areas that affect supply management and a forum to provide constructive legal discussion.

COURSE # 3783 14 CEHs
DATES: APRIL 13 – MAY 11, 2007
INSTRUCTOR: HELEN POHLIG

\$495 for members and \$595 for nonmembers. To register, visit us online at www.ism-knowledgecenter.ws or contact Customer Service at 800/888-6276 or 480/752-6276, extension 401.

About ISM's Groups and Forums

GROUPS:

ISM Groups are comprised of members with common interests for education and networking in various topics. Group membership is **open** to all ISM Regular and Direct members.

Chemical Group

Supply management professionals of chemicals, drugs, pharmaceuticals and allied products companies.

Electronic Supply Management Group

Comprised of members who have an interest in all types of supply management opportunities on the Internet.

Federal Acquisition and Subcontract Management Group

Network on governmental control of the procurement and subcontract management process and members' influence on its dominance.

Medical Industry Group

For those with an interest in purchasing and supply management for hospitals and similar institutions, and for 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.

FORUMS:

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

Association Management Forum

Represents those members of ISM who are involved, either as employees or volunteers, with the management of their affiliate.

Hospitality Supply Management Forum

Supply management professionals, including foodservice purchasing managers, in the hospitality sector.

New York/New Jersey Forum

Represents members of ISM who are members of affiliates in New York and New Jersey.

Petroleum Industries Buyers Forum

Supply management professionals who work for refining companies and petroleum product producers.

Pharmaceutical Forum

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

Southwest Forum

Represents those affiliate members of ISM in the area encompassing Kansas, Louisiana, New Mexico, Oklahoma and Texas, and is committed to provide the highest level of educational development opportunities to every purchasing and supply management professional within this geographic area.

Steel Buyers Forum

Supply management professionals who work with the steel industry, steel buyers and local steel buyers groups to promote a better understanding of the steel buying function. Prospective members should represent a major steel products consumer and be responsible for the purchase of a minimum of 50,000 tons of carbon steel or the dollar equivalent in specialty steels.

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.

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.

Services Group

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

Supplier Management Group

Provides an educational network for communication among members who have formed or are forming supplier management organizations.

Women in Leadership Group

Provides an opportunity to educate members and companies on how to better develop and advance women within the supply management profession.

ISM 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"/> Logistics and Transportation | <input type="checkbox"/> Northeast Supply Management |
| <input type="checkbox"/> Electronic Supply Management | <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"/> Supplier Management |
| <input type="checkbox"/> Global | <input type="checkbox"/> Minority and Women's Business Development | <input type="checkbox"/> Women in Leadership |
| <input type="checkbox"/> Indirect-MRO | | |

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"/> Steel Buyers |
| <input type="checkbox"/> Hospitality Supply Management | <input type="checkbox"/> Pharmaceutical | <input type="checkbox"/> Utility Purchasing Management Group |
| <input type="checkbox"/> New York/New Jersey | <input type="checkbox"/> Southwest | |

After submitting this form, your name will be added to the appropriate Group/Forum membership roster.

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