

AUGUST 2007



Spotlight

ON ISM GROUPS AND FORUMS

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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.

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.

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

Global Group

While it may be summer in the northern hemisphere, it's winter in the southern hemisphere. That's something your typical purchasing professional may not need to know, but if you're part of the Global Group, that's par for the course. Various conditions in the global marketplace need to be looked almost constantly. Currency fluctuations, changes to trade law and political upheaval all contribute to the dynamics of having business conducted overseas. The need to be on top of these issues is a critical part of every supply manager's job. The Global Group seeks to maintain that information flow and act as a virtual library of knowledge and best practices, and as a community to help guide buyers through the best options. We welcome anyone interested in any of these topics, and we are especially open to your perspectives and insight.

As the fall approaches, we are anticipating the inaugural Global Group Conference to be held September 20-21, 2007 in Phoenix – ISM's backyard! The conference will feature a number of fellow supply managers, including yours truly, presenting and discussing various topics such as practical applications from:

- Best Practices China — Cut Through the Hype
- Benchmarks to Use in Global Sourcing
- Low-Cost Global Suppliers
- Evaluating Global Suppliers

- Direct Relationships Versus Local Agents
- Taking the Global Plunge
- Finance Trends in Global Trade

The conference will also feature a presentation from the editor of *World Trade Magazine* to discuss surveys on world shippers and various nuances in this critical field. As part of the Global Group, members share their experiences with conducting international business. Some refer to it more aptly as "war stories," but be that as it may, the wealth of knowledge has proven helpful to me in addressing sourcing do's and don't in Asia and, in particular, China. The Group encourages member participation as a tool for remaining on top of issues impacting the global buyer.

The conference promises to be an intense and rewarding day-and-a-half experience which should be mandatory for any buyer with international responsibilities. Registration is now open and seating is limited so please enroll now to ensure your spot at this exciting event. A link to the conference on the ISM site can be found at www.ism.ws/education/content.cfm?ItemNumber=16787.

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

More than 100 members and sponsors attended HSM's 2007 Spring Conference at the Lincolnshire Marriott Resort in Chicago. Educational sessions featured a wide range of topics, including Food Service Trends, New Procurement Strategies, Food Safety, Social Responsibility, Distribution Channels, e-Procurement Strategies, Energy Management and an Economic Outlook. A special highlight was dinner at Bob Chinn's Crab House, a renowned 650-seat Chicago dining experience.

2007 Fall Conference

This year's Fall Hospitality Supply Management (HSM) Conference adds several new and exciting aspects to its usual energetic and trend-setting educational lineup – it's a conference you won't want to miss! In addition to catching up on the latest foodservice trends, you'll embark with your industry colleagues on two fabulous field trips – to the Three Trees Ranch and Breeding Farm and to the World of Coke. The Hilton Atlanta

(Georgia) is the venue for the fall conference, which will be held Tuesday, October 9 to Thursday, October 11, 2007.

At the Three Trees Ranch (which is a Certified Angus Beef breeding farm), you'll have a unique opportunity to get a behind-the-scenes look at an Angus beef ranch, where you'll see veterinarians doing sonograms on some of the animals to reveal the characteristics sought by breeders, and visit the auction barn to learn why buyers are willing to pay in excess of six figures for a single animal. At the World of Coke, which is the setting for the group dinner Wednesday evening, you'll get to explore the complete story – past, present, and future – of one of the world's best-known brands! The World of Coke features the world's largest collection of Coke memorabilia, a fully functioning bottling line that produces commemorative 8-ounce bottles of CocaCola®, a tasting experience with more than 70 different products to sample and a special pop culture gallery featuring works by artists such as Andy Warhol.

The conference agenda is also packed with the latest updates and trends in the foodservice industry and the general economy, including general sessions, such as: Today's Hot Trends in Supply Management with Bonnie Keith of the Forefront Group, LLC; Mastering Electronic Contracting with Ashif Mawji of Upside Software, Inc.; and a perennial favorite, "Economic and Commodity Outlook" by Bill Lapp of Advanced Economic Solutions. Additionally, the conference will feature several breakout sessions tailored to a variety of tastes, including: Food Safety, Trends in Equipment and Supplies; Project Management "Uglies" and "Excellents;" and "Negotiating – Mars Versus Venus Style." And, of course, no Fall HSM Conference would be complete without an opportunity to participate in a variety of roundtable discussions or the showcase luncheon featuring the new and innovative products from HSM's sponsors.

For more information or to register online, go to www.ism.ws and select Hospitality Supply Management Conference under Upcoming Events. Registration fee is \$324 (USD) for ISM members. Information on early registration discounts and team discounts is located online at www.ism.ws.

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.

See you in October in Atlanta!

Submitted by Karen Settlemeyer
Forum Chair

Indirect-MRO Group

We want to announce an event that should be of interest to many readers. Plans have been finalized for our 10th Annual Conference, and we want to invite you to participate. Last year's conference had almost 200 attendees representing over 140 companies, continuing to show an increase over our prior events.

Indirect-MRO Group Special Event Notice

10th Annual ISM Indirect-MRO Group Conference and Workshops

September 24-25, 2007

Wyndham Hotel – Chicago, Illinois

Every organization is involved in indirect sourcing, and perhaps you or someone you know would like to advance their skills in this area. This conference will do just that, as you can see by the featured activities described below. The two-day conference, with workshops the day before and the day after, will be held in Chicago at the Wyndham Hotel (Magnificent Mile downtown area). Put this on your calendar and join fellow professionals at the conference. Chicago in autumn! I hope to see you there!

For complete details, download full brochure or register at www.indirectmro.com.

This year's conference will feature case studies from organizations such as Alliant Energy, American Express Procurement, Delphi and United Technologies. Also featured will be information on best practices: commodity teams, inventory and invoice management, lean principles, integrated supply, the "green initiative" — and an extended session on strategic commodity management. And our workshops on Real-World Negotiations and Strategies for Avoiding Price Increases will save your company real money! This event ought to pay for itself many times over!

Joel Thomas, Conference Chair
mrogroup@sbcglobal.net
479/527-9062

P.S. The Indirect-MRO Group will again host a reception on Monday night, September 24, for conference attendees and speakers.

Indirect-MRO Roster Publication

All Indirect-MRO Group members should have received the updated membership roster that reflects our current (and growing) membership. This attractive bound book, sorted by name and state, was mailed to all members in May 2007. If you are a member and did not get one, please contact us at mrogroup@sbcglobal.net.

ISM's International Conference and Local Events

At ISM's International Conference in Las Vegas, the Indirect-MRO Group again hosted a reception for our members and guests on Sunday evening to honor the Indirect-MRO Group's sponsored speakers and others presenting Indirect-MRO topics of interest. As in earlier receptions, the event was well-attended with lots of networking and discussion.

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 was formed to provide a central resource for members who have an interest in logistics and transportation topics and is over 200 members strong and growing. 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.

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 Wins 2006 Groups & Forums Excellence Award

The Group was recognized for excellence in its professional operations, educational offerings, recruitment, training and retention efforts, while at the same time communicating the value and prestige of the Institute for Supply Management™ and the supply management profession. ISM presented the award to our Group at the Annual International Supply Management Conference and Educational Exhibit in Las Vegas.

McDonald Award

The award was presented to Marian T. Nimon, C.P.M., program manager, HUB & Federal Small Business Program, M D Anderson Cancer Center at the University of Texas. Houston, Texas. This award is given in honor of the first chair of the MWBDG, Charles J. McDonald, Jr. and is given annually to an ISM member in recognition of exemplary contributions in minority and women's business development.

ISM Annual Conference

The education committee produced two pre-conference seminars prior to the ISM Annual Conference in Las Vegas. The Friday session covered "How to Develop and Manage a Supplier Diversity Program" and the Saturday session was titled "Advanced Strategies in Supplier Diversity." They were developed especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process.

The MWBDG also sponsored two supplier diversity workshops and an annual meeting and networking reception during the Conference.

Board Changes

Marilyn King of Alcon Laboratories, Inc. is the newest member of the Group's board. Brenda Fulmore, BB&T has resigned from the board.

MWBDG Web Site

Please visit our Group Web site at www.mwbdg.com. It includes information about our board of directors, strategic plan, membership, education and training, how to establish an affiliate Minority and 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.

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.
- Depending on the industry, between 30 percent 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-University Relations Update

In 2006, the Services group awarded eight \$1,000 scholarships to students at Arizona State, Penn State, Michigan State and Western Michigan. This year we plan to increase both the number of student scholarships and the size of the scholarship awards for students at our target schools. The 2007 scholarships will be awarded at our upcoming Services Conference in Phoenix, November 29-30, 2007.

Also at the Services Conference, our university professor leads will take part in a panel discussion titled "Supply Management Professionals: Academic and Practitioner Future Perspectives." The purpose of this discussion is to address in detail the various skill sets and competencies required by organizations and that are being taught by leading university supply management programs. Also discussed will be a partnership approach that organizations can take with universities to establish a continuous improvement process for supply management education.

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 include 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 at the San Luis Resort. You are encouraged to make your reservations early as the host hotel is filling up quickly.

Our theme, **"Find the Treasure ... For Your Supply Management Career,"** exemplifies the outstanding educational content of this conference! We are kicking off our conference on Wednesday, October 24, with three pre-conference seminars: "E-Logistics and Global Supply Chain Management" by Thomas Tanel and Ronald Grossman, "C.P.M. Review" by Michael Moyer and "Focusing on Your C.P.M. Study and Test Taking Skills" by Dr. Michael McGinnis and Dr. John Cancro.

On Thursday, October 25, our keynote speakers are Herb Baker, deputy manager, Exploration Systems Procurement Office, NASA/Johnson Space Center at our Opening Session, and George Adams, British Petroleum as our luncheon speaker.

Our conference offers 30 educational workshop sessions, which fall into 6 tracks: (1) Supplier and Strategic Alliances, (2) Cost and Value Added, (3) Negotiations, (4) Risk Mitigation, (5) Skill Sets for Supply Management and (6) Supply Management Best Practices

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. This year we will present four EISM awards.

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

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

Supplier Management Group

The Supplier Management Group recently kicked off an initiative to develop a maturity model for supplier relationship management. This model will define world-class supplier relationship management programs and provide methods and best practices other members can use in their journey to become world-class and improve organizational effectiveness.

This project is known as the Supplier Management Maturity Model (SM3). SM3 will not only describe best practices but also explain how certain capabilities cause measurable outcomes. Our intent is that SM3 will be an innovation that advances supplier management throughout all industries. The model would enjoy the credibility of primary and secondary research. There will be three subteams contributing to this project, a research team, a model definition team and an outreach team.

We are looking for volunteers to participate on these teams as well as in the Supplier Management Group. If you are interested in participating in this exciting effort please contact Pat Birmingham (pat.birmingham@pfizer.com).

Submitted by Pat Birmingham
Group Chair

Utility Purchasing Management Group Forum

Forging Strategic Relationships Since 1924

The UPMG was founded as a forum in 1924 to implement industry-wide programs focused on the education and personal development of those involved in supply chain management for the electric, gas, generation and water utility industries. Current participants in UPMG are from the U.S., Canada, Mexico and the Caribbean. The UPMG's primary activities include an annual

educational conference, benchmarking study and charity golf tournament.

Preparing Your Supply Chain for Global Change

Each year UPMG sponsors a major educational conference with 11 hours of educational programming and opportunities for peer-to-peer networking. The 76th annual conference will be held at the Omni Hotel at CNN Center in Atlanta from September 30- October 2, 2007. The theme, "Preparing Your Supply Chain for Global Change," states the need for supply chain professionals to consider global impact on commodity markets, technological innovation and corporate ownership that has a direct or indirect impact on all of us. The keynote speaker this year is the Honorable Bill Bradley. Bradley is a statesman, author, Olympian and NBA star. He is known for his insight and solid analysis and will present on "America and the Path Ahead." Other sessions include:

- "The CEO Is on Hold: What's It Going to Cost and When Is It Going to Be Done?"
- "Utility Capital Spending," Jean Reaves Rollins, C Three Group, LLC
- "EPACT '05: What Does the Energy Policy Act Say and How Will It Impact the Supply Chain in 2008?," John L. Pemberton, vice president governmental affairs, Southern Company
- "Electricity Demand – It Will Only Go Up!," Kevin R. Evans, senior vice president and chief financial officer, Electric Power Research Institute
- "Executive Roadmap to Improving Profitability and Shareholder Value (How to Speak Like a CFO)," Robert Rudzki, president, Greybeard Advisors
- "Generation Technologies in a Carbon Constrained World," Michael Howard, Ph.D., P.E., senior vice president of research and development, Electric Power Research Institute
- "Up-Skilling Employees in the Supply Chain," David Closs, Ph.D., College of Business Administration, Department of Marketing and Supply Chain Management, Michigan State University
- "Best Practices in Utility Supplier Diversity," Paul Wilson, president, Innovation Alliance
- "Labor Issues and Strategies From a Generation Perspective," Jennifer Grove, workforce development coordinator, Gulf Power Company; and Brian Hartz, vice president of business D=development, Day & Zimmermann NPS
- "Commodities Market Assessment and Issues," Keith Gwozdz, vice president of industrial materials, Man Financial Inc.; and Moe Caver, vice president, purchasing, Howard Industries
- "Storm Hardening, Emergency Response and Restoration Plans," Randy Bassen, section manager, T&D projects, Long Island Power Authority; Aaron Strickland, distribution manager, storm restoration, Southern Company; and Walt Campbell, sourcing manager, Florida Power and Light

- "Pandemic Flu Contingency Planning," Jocelyn Stargel, business assurance, Southern Company
- "Case Study on Material Management Assessment," Larry Schuster, DTE; and Dawn Tiura, Denali Consulting Inc.
- "The Utility of the Future," Steve Widergren, staff engineer, Pacific Northwest National Laboratory

To register for the conference or for more information please visit our Web site at www.upmg.org or www.upmg.com. Please send questions to info@upmg.com.

Benchmarking Study

2007 represents the fourth year that UPMG has partnered with Applied Energy Group to conduct a comprehensive supply chain metrics benchmarking study for the electric and gas utility industry. This study includes generation and transmission/distribution. In this study, a large amount of data is collected from each of the 23 participating companies. It is then analyzed and during a post-conference session, the data is presented to the study participants and discussed. The next benchmarking study will open in the spring of 2008.

Annual Charity Golf Tournament

Eight years ago, UPMG began a golf tournament just prior to the opening welcome reception of its annual conference. After a few years, that tournament became a charity event. Through 2006 the annual UPMG Charity Golf Tournament had raised \$30,000 for various local charities in the cities where the conference was held. A few days after the 2006 UPMG Conference in Boston, Craig McMahan, an officer of UPMG, passed away from a sudden heart attack. In his memory, this year's tournament will benefit the American Heart Association. To participate in the tournament, register at www.upmg.org.

Staying in Touch

Keep yourself informed about UPMG, the annual conference, benchmarking and other opportunities by signing up for more information at www.upmg.org.

Planning Ahead

The 77th Annual UPMG Conference will be held in San Francisco September 24-26, 2008 – Mark your calendar now!

Submitted by Bridget Ward

Forum 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**

Don't Miss the Chance to Apply for the 2008 ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management

Applications are currently being accepted for the 2008 ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management. The applications period runs through September 28, 2007.

Named for supply management leader and innovator R. Gene Richter (1937-2003), this 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 date range for projects/initiatives to be eligible for the award has been extended an additional 12 months for the 2008 Awards. The project submitted must either (1) have been completed and/or implemented or (2) have measurable outcomes within the date range of October 1, 2004 through September 30, 2007.

Winners of the 2007 ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management were announced in May 2007 at an Awards Dinner in Las Vegas. The 2007 award recipients were:

- Alltel Wireless (Technology Category)
- BP p.l.c. (People Category)
- Johnson & Johnson (Process Category)

Ensure your organization has the chance to be a part of this key program. Submit an application of innovation and leadership. Information on how to apply for the award and the link to the application form are on the ISM Web site at www.ism.ws/RichterAwards/content.cfm?ItemNumber=6363.

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.

GROUP AND FORUM CHAIRS

Forums

Association Management

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New York/New Jersey Forum

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Petroleum Industries Buyers 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); 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:

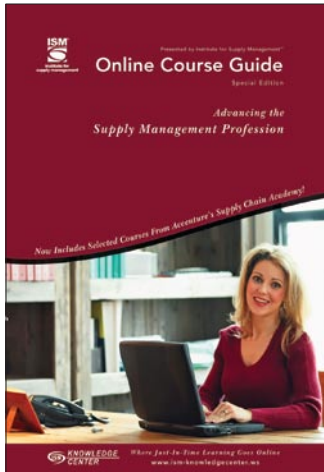
1. Go to www.ism.ws
2. Select **About ISM**
3. Select **ISM Group and Forum Web Sites**
4. Then select the **Group** or **Forum** of your choice

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.

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Government	Qualification/Certification	Supply Chain Management: Planning
Legal	Quality	Technology
Logistics/Transportation	Services Purchasing	



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To register, visit the Knowledge Center today at www.ism-knowledgecenter.ws.
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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

! 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.**



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