

Spotlight



On ISM Groups and Forums

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



Association Management Forum

The ISM Association Management Forum (AMF) was created to provide a peer network for those who are Regular members and are involved with the management and leadership of their affiliate. A member of this Forum need not be employed by an ISM affiliate. The AMF seeks to expand the knowledge and skills of affiliate officers. Through the support and training of affiliate managers, AMF members seek to augment and develop leadership within the various affiliates. AMF also pursues new methods and technology in providing services for its respective affiliate members. Visit our Web site at www.redlabnet.net/ism_amf/index.html.

The main objectives of the AMF are:

1. To provide, through one body, for members of ISM having responsibility an/or interest in the supply management of coordinating and directing administrative functions, the opportunity to discuss and exchange information and knowledge on a cooperative basis;
2. To study, evaluate and impart knowledge or supply management knowledge, or to discuss problems and administrative responsibilities specific to the secretaries, executive secretaries and executive directors;
3. To promote programs that will aid in the education and development of the AMF members;
4. To assist in the preparation of reports, studies or statistics of general interest and value to all ISM members;
5. To work in conjunction with the ISM Continuing Education Program to encourage and assist in the professional development of its members;
6. To strive by all legitimate means to advance the supply management field in its specific business activities;
7. To foster and promote ethical and professional practices;
8. To engage in any other activity which may be authorized either by ISM policies or the ISM bylaws, which is consistent with and in direct furtherance of the foregoing objectives of the AMF; and
9. To comply at all times with all existing laws, including antitrust laws, in accordance with the ISM bylaws and policies.

The Executive Committee members are:

The Forum Chair is Lorrie K. Mitchell, C.P.M., A.P.P., who is a partner in Mitchell Enterprises, a consulting/training firm specializing in supply chain management, performance-based contracts and supplier relationships. Formerly, as a supplier alignment leader in the supply chain management department of BellSouth Telecommunications, Inc., for more than 18 years, Mitchell negotiated all types of product, software, services and outsourcing agreements, specializing in corporate

licenses and maintenance agreements, performance-based agreements, initiating, maximizing and ending supplier relationships/alliances, and the measurement of supply chain management's financial contribution to the corporation. She is a director on the NAPM—Georgia, Inc., board and is its 2002-2003 past president.

Gary Staab, C.P.M., is the AMF chair emeritus and has more than 20 years of experience in purchasing and supply chain management. His career has spanned a diverse range of industries, including agricultural equipment, iron foundry, steel fabrications and material handling equipment. Staab is on the board of directors for NAPM—Milwaukee, Inc., and is its 2004-05 past president. He has served on the ISM Affiliate Support Council and the Affiliate Leadership Training Workshop Committee.

Kathleen Perna is the AMF Secretary/Treasurer and currently is the executive director of ISM—New Jersey, Inc. She is a former member of the Groups and Forums Support Council and the ISM Leadership Training Workshop Planning Committee.

David Van Valkenburgh, C.P.M., is an AMF director with more than 20 years of experience in the manufacturing and production industry. David is currently employed by Micromeritics Instrumentation Corporation in Norcross, Georgia, as director of materials.

If you would like to participate on the Executive Committee or need additional information, please contact Lorrie K. Mitchell, chair, at 770/448-4544 or at lorriekm@bellsouth.net.

*Submitted by Lorrie K. Mitchell, C.P.M., A.P.P.
Forum Chair*



Chemical Group

2006 Fall Sourcing Summit

The Institute for Supply Management™ (ISM) Chemical Group, together with the Supply Management Committee of DCAT and the ISM Pharmaceutical Forum, and in conjunction with ICIS Chemical Business (Americas), is pleased to announce that the program for the conference has been published and registration is open. The dates and location for the event are:

November 1–2, 2006

East Brunswick Hilton Hotel

New Brunswick, New Jersey

Selected speakers will provide key insights into the U.S. economy, feedstock trends, supplier relationship management, BPO and the globalization of the fine chemicals industry. There will also be a senior sourcing executive roundtable with procurement leaders from

Amgen, AmerisourceBergen, Merck, Novartis and Watson.

The conference fee is \$299, which includes your attendance at the two half-day program sessions, lunch on both days and breakfast on Thursday. There is a dinner networking opportunity available for an additional fee of \$50. One-day registration options are also available.

The entire program and registration information can be found online at www.dcat.org/strategic_sourcing_summit_2006.php.

2007 End-of-Winter Conference

The Annual ISM Chemical Group meeting will be held in St. Augustine, Florida, at the Renaissance Resort at World Golf Village on March 1–2, 2007. We are in the process of developing an informative program during which we will cover some timely topics to help “Drive Procurement Strategies into the 21st Century,” which is this year’s theme.

Among the speakers we have already confirmed, we will cover such topics as managing suppliers for enhanced value, managing supply chain risk, the latest in chemical industry business trends and updates on energy-related issues and key chemical commodities. In addition, the venue will provide excellent networking and recreational opportunities, both during lunch and dinner events that we have planned, and any informal networking that attendees might choose to do on the many golf courses available in the St. Augustine area, or in the World Golf Hall of Fame, which is right next-door to the Renaissance. The meeting Friday will end by 11:00 a.m., so a round of golf should be possible before you head home.

We have priced the conference at fee of \$500, which will include lunch and dinner on March 1. Hotel rates are \$155.00 per night plus tax.

Please keep an eye out in the mail in early November for further information on the conference. If you would like to have preview Renaissance facility itself, please visit their Web site at www.worldgolfrenaissance.com.

ISM Chemical Group Golf Shirts

We have made available some golf shirts featuring the ISM Chemical Group logo for purchase for \$25. These shirts are tan in color and are available in a variety of sizes. With every order placed, we will also include a magnet for your file cabinet or refrigerator at work or home. Please contact Melanie DePalma at ISM for further details at 480/752-6276 or 800/888-6276, extension 3062, or by e-mail at mdepalma@ism.ws.

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 rotation through the chairs of the Chemical 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 your career.

If you would like to be considered for an opportunity to step into 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/Officers.htm.

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



Federal Acquisition and Subcontract Management Group

The Federal Acquisition & 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. All you need do is sign up — select the Join Us button on our Web site at www.fasmg.org and we will forward information to you and your colleagues.

What will you get for your *free* membership?

- Membership in one of ISM Groups representing the largest supply management organization in the world.
- Membership in “the” FASMG 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 (for example, FAR and DFARS). We also consider the commercial terms and conditions and processes which sometimes find their genesis in commercial item acquisition by the federal government.
- An opportunity to participate in the FASMG toll-free membership teleconference meeting. Join your peers in discussing timely educational items of FASMG-related issues involving prime contractors, subcontractors and/or covering FAR/DFARS and so on.
- 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.

You receive all this and more by simply signing up!

The Group’s September 7, 2006 teleconference titled *Current Issues in Federal Acquisition and Subcontract Management* was a great success. The next teleconference is scheduled for the near future; details will be available in the upcoming issue of the FASMG newsletter.

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



Global Group

The Global Group roster is nearly 400 strong and growing. As always, we welcome new members and thank our current members for their ongoing support and participation. I want to thank all those who participate, and especially those volunteers who serve our board and its members.

The lulls of summer seem to be having an impact on the U.S. and economy. Data indicates the U.S. and Europe have begun a moderate slowdown in their economic growth. As we go to press, China has even raised interest rates in an effort to slow down their overheated economy. Oil still remains a key challenge to all our companies. The protracted war in the Middle East thankfully did not reduce output in oil production.

This, coupled with a fairly quiet hurricane season in the Atlantic, has kept supply flowing and prices have dropped slightly. While there still remain several tense political questions, production looks to remain steady for the balance of the third quarter.

Besides our own mid-term elections this November, a number of countries have had changes in their governments while others will be selecting new leaders later this year and into early 2007. From Germany's election of Angela Merkel to France's upcoming elections, all changes will impact how supply managers do business. As a new government is ushered in, changes impact tax levels, VAT and investment in infrastructure. While I am no odds maker, the only thing I can guarantee is that change will come both home and abroad in governments which impact buying activities in the short and long term.

The Global Group is embarking on an exciting period in the coming year. Despite recent changes, our Group's resolve has never been stronger. We are in the midst of planning an educational conference for September 2007. This conference will discuss the ongoing and complex issues which impact all global buyers. Look for more information through ISM or at our Web site, www.ism.ws/sites/ismglobal.

Once again, I am happy to re-state the objectives of the Global Group:

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.

The Global Group sponsored several programs at the 2006 ISM Annual International Supply Management Conference in Minneapolis. Feedback from participants was so positive that we hope to expand our presence at next year's Conference in Las Vegas. It is becoming abundantly clear that more and more supply managers are confronted with buying responsibilities of a global nature. And what is also clear is how much guidance buyers are in search of as they expand their scope of responsibility overseas. The Global Group is always on the prowl for experienced buyers looking to share their experiences, best practices or to seek help in a foreign market.

*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



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

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 valuable resources that assist hospitality supply management professionals in their jobs and the CFPM certification.

2006 Spring Conference

The Annual Spring Conference, held at the Hotel Monaco Chicago and Summit Executive Centre in Chicago on May 17-19, 2006, and attended by more than 200 supply management professionals, media and sponsors, was a great success. Attendees were treated to thought-provoking speakers, workshops, many networking opportunities and a luncheon with master chef Martin Yan.

2006 Fall Conference

HSM's Fall Conference is scheduled for October 17-19, 2006 at the Doubletree Hotel Dallas — Campbell Center in Dallas, with more than 200 attendees 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, including:

- Market updates and economic updates
- Powerful take-away tools
- Exceptional networking opportunities
- Contracting for services
- Creating, scoring and using your personal scorecard
- Supplier diversity — a challenge for the future

- Economic and commodity outlook for 2007
- Earn 10.5 Continuing Education Hours (CEHs)

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 www.ism.ws/sites/hospitalitysupplymgmt.

2007 Spring Conference

Planning is underway for a successful 2007 Spring Conference scheduled for May 16-18, 2007, at the Lincolnshire Marriott Resort in Lincolnshire, Illinois. Please watch the HSM Web site, www.ism.ws/sites/hospitalitysupplymgmt, for more information as it becomes available.

*Submitted by Karen Settlemyer
Forum Chair*



Indirect-MRO Group

Ninth Annual Indirect-MRO Group Conference & Workshops

On October 2-3, 2006, 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.

This year's conference will feature case studies from organizations such as John Deere and BMW as well as an in-depth analysis of the purchasing card market and best practices. Is your card program still working? Also featured are cost-reduction case histories and an extended session on the cost and prevention of "back-door selling." Workshops on professional negotiations and on price/cost analysis for indirect supply were designed to save companies real money. outlook for upcoming events and other news on www.indirectmro.com.

Newsflash: Mike Smith Named Chair

Michael Smith is the new Indirect-MRO Group Chair. Smith is the MBA program director and associate professor of management and international business at Western Carolina University. I recently visited with him in Asheville, North Carolina, and we developed transition plans. He has some really good thoughts for the future of the Indirect-MRO Group, including broadening our service to other key segments of the indirect-MRO buy, such as construction, capital equipment, utilities, as well as the industrial and institutional base. Smith's contact information is 828/227-3697 or mesmith@wcu.edu. Joel Thomas, after nine years with the group, will

continue his interest in the Indirect-MRO Group activities and work to support Smith and others, but will step down as an officer.

International Conference & Local Events

Planning is underway for the next ISM International Conference in Las Vegas. The Indirect-MRO Group will host a small reception for our members on Monday evening. The last two Conferences in Minneapolis and San Antonio were well attended, with lots of networking and discussion. The Indirect-MRO Group will also sponsor one or more session workshops at the next International Conference.

P.S. Don't forget our new Web site — www.indirectmro.com.

*Submitted by Joel L. Thomas
Group Chair Emeritus*



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 purchasing and supply management, including production planning, inventory management, warehousing, traffic, transportation and other related activities. Visit our Web site, www.ismmmg.org, and send us your materials-related questions or issues for commentary. We have a panel of materials management experts standing by to take your queries. We urge interested ISM members to enroll in the MMG through the ISM Web site at www.ism.ws. We want to hear from ISM members who would like to help represent the MMG in their area or participate in planning at the national level. We need more volunteers and more ideas on how we can add value for our members and profession. We are open to co-sponsoring events with ISM affiliates.

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

*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 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 and expertise to ISM members in order to drive minority and women's business initiatives.

Pre-Conference Seminars

The Education Committee presented two pre-Conference seminars at the ISM Annual International Supply Management Conference in Minneapolis. They were: *How to Develop and Manage a Supplier Diversity Program* and *How to Manage Diversity in Global Supply Chains*. 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. Comparable seminars will be presented in 2007 at the Las Vegas Conference.

Annual Conference Workshops

The MWBDG sponsored two sessions on supplier diversity at the annual Conference. Both covered supplier diversity, and similar presentations have been submitted for consideration for the 2007 Conference.

Annual Meeting and Networking Reception

The annual meeting of the MWBDG took place at the annual Conference, with the election of a new board of directors. It was followed by the annual networking reception.

McDonald Award

The award was presented to Marilyn L. King, C.P.M., manager, supplier diversity and purchasing systems, Alcon Laboratories, Inc., Fort Worth, 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.

New Board Member

One new member has joined the group's board of directors. She is JoAnn Harper, manager, sourcing, Sprint Nextel.

Web Site Development

The group is in the process of developing a custom website which will be linked to the group page in the Members Only section of the ISM website.

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



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 November 3-4, 2006 in Binghamton, New York. 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 Research for focused benchmarking and sharing best practices.

In November 2006, the forum will once again partner with the Drug, Chemical and Associated Technologies Association (DCAT) and the ISM Chemical Group to hold a Strategic Sourcing Summit and Showcase. The two-day workshop at the East Brunswick Hilton Hotel in Brunswick, New Jersey, is a dynamic program that offers key insights on the U.S. economy, feedstock trends, the globalization of the pharmaceutical fine chemicals

industry, and critical purchasing and supply issues to stay ahead of the game in the ever-changing chemical and life sciences industries.

In December 2006, the forum will hold its quarterly board meeting at ISM headquarters in Tempe, Arizona. The two-day meeting will feature numerous presentations from ISM and CAPS Research executives on topics including e-learning, strategies/trends, benchmarking, research priorities, globalization and more.

Upcoming plans are to engage CAPS 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.

Submitted by **William Stirling, C.P.M.**
Forum 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 still growing!
- ISM Services Group was the first recipient of the ISM Groups and Forums excellence Award.
- ISM Services Group is partnering with CAPS Research on a benchmarking survey. The benchmarking survey is going out in early September. If you would like to participate in this free benchmarking study, contact Bryan Eaves at Bryan.Eaves@compassbnk.com.
- Wei Chen and Raphaette LeBourg of Arizona State University each received a \$2,500 scholarship from ISM Services Group at last years Annual Services' Conference.
- Depending on the industry, between 30 percent to 80 percent of all purchasing is service-related.

Imagine the benefits of an effective service spend! Join us at our 7th Annual ISM Services Group Conference.

Innovation and Real-World Strategies:
Optimize Your Services Spend
December 7-8, 2006
Hilton Scottsdale Resort & Villas
Scottsdale, Arizona

By now, you know the basics and have applied your knowledge of the traditional spend to your services spend. This year, we take things a step further. Use the lessons learned from others to blaze a trail within your own company. Avoid pitfalls, minimize weaknesses and leverage your strengths by learning from the leaders in the field.

Workshop topics and presenters will include:

- *Supplier Relationship Management at Kraft Foods* (Grace Puma, vice president, global indirect materials and services procurement, Kraft Foods)
- *A Hybrid Approach to Services Procurement* (Bradley J. Holcomb, senior vice president, global materials & supply, Royal Group Technologies Limited)
- *Optimizing Your Corporate Travel Program* (Deanne Palazzo Dale, vice president, strategic account management and consulting services, Travelocity Business, and Kathleen (Sully) Schafer, vice president, corporate procurement, McKesson Corporation)
- *Managing the Corporate Relocation Spend While Maintaining Employee Benefits* (Frank M. Corris, manager, LLS-strategic procurement, Limited Brands)
- *The Challenge of Procurement Divergence Beyond 2007* (Clive Heal, FCIPS, head of global procurement, Genentech, Inc.)
- *Developing and Implementing a Global Services Program: Cradle to Grave* (Michael G. Patton, director, supply chain management, Johnson Controls, Inc.)
- *How to Build a Business Case for Services Procurement* (Brett Walker, sourcing portfolio manager, CUNA Mutual Group, and John F. Martin, senior vice president, strategy & technology, IQNavigator)
- *Establishing a Best Practices Approach for Procuring Professional Services* (Anthony Manley, senior vice president, direct or procurement, corporate sourcing, KeyCorp)
- *Sourcing Value Chain in Marketing* (Marika Lindstrom, direct, indirect sourcing, Europe, Middle East and Africa, Nokia Corporation)
- *Intel Case Study: Using Your Purchasing Department as a Savings Solution for Rising Healthcare Costs* (Sharon Barnes, global benefits sourcing manager, Intel Corporation)
- *Organizing for and Capturing the Value of Strategic Sourcing* (Richard D. Jones, strategic sourcing executive, enterprise sourcing, products services, Bank of America)

Realize a high ROI when you direct your supply management expertise to the world of purchasing services. Discover how to translate your knowledge about sourcing and buying tangible goods into the services arena, and reveal hidden savings in the process. See you in December ...

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 Forum

Announcing our name change: The Southwest Supply Chain Forum is now the Southwest Forum! With the approval of ISM, we recently changed our name.

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 Purchasing

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.

60th Annual Southwest Purchasing Conference (SWPC)

The 60th Annual Southwest Purchasing Conference will take place October 4-6, 2006. The conference will be held in the beautiful city of Albuquerque, New Mexico, at the Albuquerque Marriott. You are encouraged to make your reservations early, as the host hotel is filling up quickly.

Our theme *Movin' On Up ... Your Supply Management Career*, exemplifies the outstanding educational content of this conference. We kick off our conference on Wednesday, October 4, with two pre-conference seminars: *Cost, Price Analysis* by William D Agee and *Project Management for the Supply Professional* by Dr. Rene G. Rendon.

On Thursday, October 5, our keynote speakers are Greg Shoemaker, vice president, central direct procurement, Hewlett-Packard Company, at our opening session, and Jan Miller, ISM vice president of affiliate support as our luncheon speaker. Our conference offers 30 educational workshop sessions, which fall into six tracks: (1) supplier and strategic alliances; (2) cost and value added; (3) negotiations; (4) supply management; (5) issues facing today's supply management professionals; and (6) professional development and best practices.

The conference also provides networking opportunities as well as an exhibitor showcase. Our host affiliate, NAPM—New Mexico, Inc., is working diligently and enthusiastically to ensure our attendees have an enjoyable and rewarding experience.

You may want to make plans to stay for the Albuquerque International Balloon Fiesta, 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 recognizing and promoting the best practices of the supply management department. This year we will present eight EISM awards, three of which are being awarded to first-time recipients.

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*



Utility Purchasing Management Group Forum

Taking Charge in Challenging Times UPMG Plan 75th Annual Conference

Good attendance and strong evaluations proved that the Fall UPMG (Utility Purchasing Management Group Forum) Annual Conference in Los Angeles was another in a long line of successful meetings of utility executives and their suppliers. UPMG has been meeting since 1924, and is one of the longest running forums in ISM. The annual UPMG Charity Golf Tournament was held on Sunday before the conference with the proceeds donated to Hurricane Katrina Relief Efforts and to Project Angel, a Los Angeles organization that helps elderly people with their utility bills.

The Executive Committee and Supplier Advisory Committee are ready for the upcoming conference September 24 – 26, 2006 at the Hyatt Regency Hotel in Cambridge Massachusetts. This year's conference theme will be "Taking Charge in Challenging Times". In recent years we have witnessed natural disasters, threats of terrorism, a decreased number of supplier companies and unstable raw materials markets. The 2006 conference will explore the impacts on the utility supply chain, and how to prepare for critical events. Utility companies must be well-informed about potential threats and aware of contingencies if they are to limit the consequences of unplanned events.

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

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

Important subcommittee contributions will include the continued focus on revealing best practices in our industry and the Generation subcommittee continues to provide programming for the interests of those involved specifically with the power generation business.

The conference will feature great keynote speakers including business news desk anchor Neil Cavuto. UPMG's annual conference offers value, information, networking opportunities and is a great forum giving you what you need to stay competitive in supply chain management.

Visit the UPMG Web site for details on this great event at www.upmg.org

*Submitted by Victor Figueredo, 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 formed 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 or opportunities are presented, and will set the standards for a rapidly advancing practice.

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

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www.ism.ws

GROUP AND FORUM CHAIRS

Forums

Association Management Forum

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E-Mail: lorriekm@bellsouth.net

Hospitality Supply Management Forum

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California Pizza Kitchen
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New York/New Jersey Forum

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Petroleum Industries Buyers Forum

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Pharmaceutical Forum

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Southwest Forum

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Steel Buyers Forum

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Donaldson Company, Inc.
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Utility Purchasing

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Groups

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Electronic Supply

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Federal Acquisition and Subcontract Management Group

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Indirect-MRO Group

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Materials Management Group

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Medical Industry Group

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Minority and Women's Business Development Group

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Northeast Supply Management Group

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Services Group

Peter O'Reilly, C.P.M., A.P.P., DPS
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E-Mail: drpor@aol.com

Women in Leadership Group

Lori Sisk, C.P.M., A.P.P.
E-Mail: lorisisk@hotmail.com

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 **Members Only**
3. On foldout menu, select **Affiliates, Groups & Forums**
4. Select **Affiliate, Groups & Forums Web Sites**
5. Select **Group & 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. Select **Members Only**
3. On foldout menu, select **Discussion Forum**
4. Scroll down and choose the **Discussion** of your choice

Consider the benefits of belonging to one of ISM's Special-Interest Groups or Forums. Complete the form on page 11 and return it to ISM or submit one online at www.ism.ws/membership/gpenrolFormNew.cfm?navItemNumber=13212. 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 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.

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

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.

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.

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.

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"/> 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