

# 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.**



### Federal Acquisition and Subcontract Management Group

The federal government is the largest purchaser in the world, procuring billions of dollars of supplies and services every year. The federal government also has one of the most complex, structured and regulated acquisition and contracting processes as could be expected in such a large bureaucracy. Yet, federal agencies are continually initiating new and innovative acquisition processes such as evolutionary acquisition, modular contracting, award term contracts and performance-based contracting, just to name a few. 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 – click the Join Us button on our Web site at [www.fasmg.org](http://www.fasmg.org) and we will forward information to you and your colleagues.

What will you get for your FREE membership?

- Membership in one of the fastest-growing ISM Groups 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 (e.g., FAR and DFARS). We also consider the commercial terms and conditions and processes which sometimes find their genesis in commercial item acquisition by the federal government.
- An opportunity to participate in the FASMG toll-free membership teleconference meeting! Join your peers in discussing timely educational items of FASMG-related issues involving prime contractors, subcontractors and/or covering FAR/DFARS, etc.!
- FASMG posts articles of general interest on our Web site.
- FASMG is developing a Speakers Roster as an adjunct to the ISM Speaker Bureau Directory.
- As the FASMG Web site develops, there will be a forum to pose questions and get answers from others involved in government procurement, as well as opportunities for informal consulting as a service to members.
- 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 information and ability to contact your peers is priceless. Sign up today!

#### Meet the Leadership Team:

The chair is Rene Rendon, C.P.M., CPCM, PMP, professor with the Naval Postgraduate School. He can be reached via e-mail at [rgrendon@nps.edu](mailto:rgrendon@nps.edu).

The vice chair is Ernest Gabbard, C.P.M., CPFM, strategic sourcing and e-procurement director for Allegheny Technologies, Inc. He can be reached at [egabbard@alleghenytechnologies.com](mailto:egabbard@alleghenytechnologies.com).

The membership chair is Elaine Whittington, C.P.M., A.P.P., owner of G&E Enterprises. Her e-mail address is [e-whitt@prodigy.net](mailto:e-whitt@prodigy.net).

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



### Global Group

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

During past years the Global Group has sponsored speakers at the ISM Annual International Supply Management Conference, as well as other content for the members as a resource to assist in the development of this global activity. Our future goals include sponsoring a seminar bringing together some of the best leaders in the global sourcing arena to address all aspects of global sourcing and business. In addition, we will be submitting content for articles in the *Inside Supply Management*® publication. Our group is also interested in providing content by way of speakers to local affiliates. Please contact us so we may find ways to work together for better value for our shared membership.

This year we will have an election to elect a new board to guide our organization as we continue to clarify the group's function in every way we can. You can gain more insights into our group by going to our Web site located on the ISM Web site under Groups and Forums. This site is currently under reconstruction and your input on content desired and insights to share with other members will be greatly appreciated.

We encourage every member interested in learning or sharing their knowledge to get involved with the Group or Forum of your interest. This member benefit offers great opportunities to connect with other purchasing or supply management professionals who are involved in the same arena you are and may be facing the same issues you thought were unique to your position. We certainly welcome all who are currently involved or who are getting involved in global work to join our ranks so that they can mutually benefit. The true benefit of involved membership in the organization at the affiliate or Group and Forum level is networking with others who share your problem or challenge and can offer collective wisdom on resolving it.

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

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



### Hospitality Supply Management Forum

The Fall Meeting held September 21-23, 2005, at the Crowne Plaza Anaheim Resort in Garden Grove, California was a great success, with more than 100 attendees, sponsors and media on hand. HSM attendees were treated to many dynamic speakers and networking opportunities, including a culinary adventure at Chimayō at the Beach.

The 2006 HSM Spring Conference will be held May 17-19, 2006 in Chicago, Illinois. Please watch the HSM Web site for details as they become available.

For additional information on the Hospitality Supply Management Forum or the conferences, please visit the Web Site, [www.ism.ws/sites/hospitalitysupplymgmt/](http://www.ism.ws/sites/hospitalitysupplymgmt/).

*Submitted by Dan Crimmins,  
Forum Chair*



### Indirect-MRO Group

The Eighth Annual Indirect-MRO Group Conference and Workshops was a great success, with over 100 people involved in the supply chain for indirect-MRO goods and services in attendance. The conference featured case studies from companies like Microsoft, United Space Alliance, USPS and Watson Pharmaceuticals and workshops taught by Tim Underhill, C.P.M., and Don Woods, J.D., C.P.M.

We have ambitious plans for the coming year! For some time, we have had a goal to co-sponsor an ISM affiliate workshop. The first will be held November 1-2, 2005 at the University of Arkansas campus, sponsored by NAPM—Arkansas, Inc. and the University of Arkansas Supply Chain Management Research Center (SCMRC). The SCMRC is rated in the top 20 supply chain research universities in the United States. The attendees will tour their top-notch RFID laboratories and hear a case study by Tyson Foods, a company that has gotten an RFID project approved and implemented. If this alliance works, the Indirect-MRO Group will evaluate similar events for the future.

Lastly, for those coming to Minneapolis for next year's ISM Annual International Conference — we are going to have another reception for indirect-MRO guests and speakers at the conference. The one recently held at this year's San Antonio conference was well received and the many requests for a similar reception in Minneapolis have been heard.

Visits to our Web site, [www.indirectmro.com](http://www.indirectmro.com), continue to grow, approaching the limits of our current bandwidth. Check it out for news about our conferences and information about the recent benchmark research done with Indirect-MRO sponsorship by Dr. Robert Kemp and Scott Mason.

Please send your thoughts or suggestions to [mrogroup@sbcglobal.net](mailto:mrogroup@sbcglobal.net).

*Submitted by Joel L. Thomas,  
Group Chair*



### Materials Management Group

The Materials Management Group (MMG) promotes professional development, best practices and networking opportunities in our broad profession. Our field encompasses all aspects of purchasing, 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](http://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](http://www.ism.ws). We want to hear from ISM members who would like to help represent the MMG in their area or participate in planning at the national level. We need more volunteers and more ideas on how we can add value for our members and profession. We are open to co-sponsoring events with ISM affiliates.

The MMG newsletter features articles by leading purchasing and materials professionals. Our editorial staff welcomes your articles. Contact us with your materials-related problems and questions. Also contact us to be added to the newsletter distribution list or for general inquiries. As a membership benefit and networking aid, we will be distributing our membership directory to MMG members only.

The MMG will sponsor several presenters at the 91st Annual International Supply Management Conference and Educational Exhibit in Minneapolis, Minnesota, May 7-10, 2006. In addition, we will be holding a Group annual meeting during the conference (time, date and location will be announced later). We are also moving toward closer cooperation with other ISM Groups.

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



## Medical Industry Group

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

Our goal is to communicate current and future events, educational opportunities for the membership and other valuable tools to benefit the affiliate members. A membership survey has been distributed to the membership, which will be helpful in assessing our needs. This information will be utilized by the leadership in developing goals and objectives for the Medical Industry Group.

### Meet the Leadership Team:

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

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

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

The Secretary/Treasurer, Anne Dioquino, C.P.M., is the director, purchasing and materials management at San Diego Hospice, in San Diego California. She recently joined the board which has been a great help in keeping everyone organized.

Russell Ede, C.P.M., joined the group as the Medical Industry Group's webmaster. He works for the Promedica Health System & Lake Erie Regional Coop as the contract manager. Russell was a welcome addition who has an expertise in creating and maintaining Web pages.

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 page, [www.ism.ws/sites/medicalindustry/](http://www.ism.ws/sites/medicalindustry/).

*Submitted by John Efthemis, C.P.M.,  
Group Chair*



## Northeast Supply Management Group

The Northeast Supply Management Group (NSMG) includes supply chain professionals from a broad range of manufacturing and service industries in the New England area. Group leadership is comprised of members from each of the New England area affiliates of ISM, and as such, insures that the highest quality of educational opportunities are afforded to all group members. These opportunities are provided in a variety of forms, including the Richard V. Bradshaw Memorial Scholarship and the Educational Conference, which is the group's largest annual activity.



# 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](http://www.ism.ws)

This year, NSMG will host its 58th Annual Educational Conference on October 28, 2005 at the Sheraton Four Points Hotel in Leominster, Massachusetts. The theme of this year's conference is "Planting Seeds of Information that Stimulate Innovation."

As in years past, this full-day conference features many high-quality presenters addressing the issues of greatest interest and concern to supply chain professionals. Sessions include evaluation of current economic conditions, compliance with Sarbanes-Oxley, Six Sigma in service environments, procurement issues in homeland security and many more that are suitable for seasoned professionals, as well as some for the new buyer. Seating is limited, so sign up soon to reserve a space.

For more information, visit the NSMG Web site, which can be accessed directly at [www.nsmg.ws](http://www.nsmg.ws), or through the ISM Groups and Forums area of the ISM web site. Information is also available through any of the New England area ISM Affiliates: PMA of Boston; Connecticut Association of Purchasing Management, Inc. (CAPM); PMA of Rhode Island; PMA of Western New England, Inc.; ISM—Vermont, Inc.; NAPM—Maine, Inc. and NAPM—New Hampshire, Inc.

*Submitted by James A. Vaughn C.P.M.,  
Group Chair*



## Pharmaceutical Forum

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

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

Among our recent key accomplishments was awarding a \$25,000 grant to the W.P. Carey School of Business at Arizona State University. This represents the third scholarship award, the others being Bowling Green University and North Carolina State University. Over the past four years, the forum has donated over \$100,000 in promoting supply management and minority business education. In addition, the forum board decided to provide additional grants to ensure the scholarships have adequate funding for future awards.

A Web site was launched to facilitate communication and benchmarking among Forum members.

In October the Forum will once again partner with the Drug Chemical and Allied Trades Group (DCAT) and the ISM Chemical Group to hold a Strategic Sourcing Summit and Showcase. The two-day workshop at the Sheraton Meadowlands in New Jersey will feature excellent speakers covering topics such as outsourcing, world-class procurement, supplier diversity benchmarks, supplier relationship management and more. Please visit the Web site at [www.dcat.org/05Aug12/program\\_strategic\\_sourcing\\_05.php](http://www.dcat.org/05Aug12/program_strategic_sourcing_05.php) for more information.

In December, 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: Center for Strategic Supply Research executives on topics including e-learning, strategies/trends, benchmarking, research priorities, globalization and others.

Our Pharmaceutical Supplier Diversity Subcommittee is having a very successful 2005. Two minority companies, JohnSons Press and Ochoa Industrial Sales Corp., were awarded educational grants for their executives to attend Amos Tuck in Dartmouth College and Kellogg Graduate School of Management. Among the key activities for 2005 are:

- A cross industry benchmarking report facilitated by CAPS: Center for Strategic Supply Research (due fourth quarter)
- Two board meetings held and a third planned for the fourth quarter. Highlights of their meetings include sharing of objectives, benchmarking, metrics, introduction of supplier capabilities, and so on.
- A Web site was developed to communicate key information to committee members.

In 2006, the Pharmaceutical Forum plans to fund additional minority business executive education programs and is developing plans for additional endowments at leading universities with supply chain / purchasing programs. The Forum board will continue to hold quarterly meetings, including the planned December meeting at ISM/ CAPS: Center for Strategic Supply Research Headquarters. Plans are to engage CAPS: Center for Strategic Supply Research in additional benchmarking activities and work with ISM management more closely for educational opportunities.

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



## Services Group

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

What are the current and upcoming Services Group events?

- Chat Sessions:

The Services Group held a teleconference on "Where Is Telecom Headed?" The featured presenter was Jay Pultz — vice president and distinguished analyst at Gartner Research, where he is responsible for integrative and role-based research in computing and communications. The teleconference covered Gartner's views concerning the SBC/AT&T deal and the Qwest/Verizon battle for control of MCI. How do these deals impact clients, what should you do about them and what will be the likely structure of the NSP market in 2010? This chat session had over 100 participants and was offered at no cost to Services Group members and their colleagues.

- Services Group Annual Conference:

The Services Group will hold its' Sixth Annual Services Conference on December 1-2, 2005, at the Embassy Suites Golf Resort, Paradise Valley/Scottsdale, Arizona.

### Services Spend: Your Value Powerhouse

This sixth annual presentation of the ISM Services Group Conference offers valuable insights and proven methods to galvanize your non-manufacturing spend. Don't give up your search for added savings — there are hidden opportunities within your services spend and we want to help you uncover the gold mine of value. Most of our speakers are practitioners will discuss some of their good, and sometimes bad, experiences with the sourcing of services. Our line-up includes:

- Theresa Metty, C.P.M., Chair, ISM Board of Directors - Procurement 2006: Find Hidden Value for Your Organization
- Lisa M. Ellram, Ph.D., C.P.M., C.M.A., CPA, professor of supply chain management, Bebbling Professor of Business, W.P. Carey School of Business, Arizona State University — Trends and Opportunities in Services Purchasing
- Breakout Session I
  - Mark Trowbridge, principal, strategic procurement Solutions and Chuck Dalman, director strategic procurement, Limited Brands - TC Building the Procurement Superhero: Innovative Concepts in Staff Development





## Southwest Supply Chain Forum

The membership of the SWSC Forum is a diverse group of purchasing and supply management professionals from the five state areas of Kansas, Louisiana, New Mexico, Oklahoma and Texas. Our mission is to provide the highest level of educational development opportunities to every purchasing and supply management professional affiliated with ISM within this five state area and beyond. Working with this forum provides each of us with the opportunity to broaden our own growth and experience, help others in our profession and to develop relationships with peers from all areas of the profession.

The SWSC Forum provides value to our membership with two major programs, the Southwest Purchasing Conference and the Excellence in Innovative Supply Management award.

### Excellence in Innovative Supply Management (EISM) 2005 Recipients

The EISM award recognizes and rewards innovation and organizational excellence in the purchasing and supply management field. The EISM provides value not only to its members but also to the companies they work for. Achievement of the EISM showcases the company's innovative best practices and promotes the purchasing/supply management department within the company and to the suppliers. The 2005 EISM recipients are:

- The American Heart Association
- City of Garland, Texas
- Clarke American Checks Inc.
- Houston Community College Systems
- Martin Resource Management Corporation
- Sandia National Laboratories
- San Jacinto College District

All companies are eligible to apply for the award. For details visit our Web site at [www.ismswscf.org](http://www.ismswscf.org).

### Southwest Purchasing Conference (SWPC)

The 59th Annual Southwest Purchasing Conference was cancelled due to hurricane activity in Galveston, Texas. Planning is well underway for an outstanding 60th Annual Southwest Purchasing Conference October 4 -6, 2006 in Albuquerque, New Mexico. Please watch our Web site for details as they become available.

We hope you can join us! You do not have to be a member of this forum to enjoy educational programs, networking with peers, the vendor exposition, golf tournament or any of the other offerings at our conference.

We seek to expand the knowledge, skills and professionalism of our membership and all interested purchasing/supply professionals through these two programs. Come join us. Call or e-mail me for more information on these programs or visit our Web site, [www.ismswscf.org](http://www.ismswscf.org).

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

## Utility Purchasing Management Group Forum

### Strategies for a Stable And Reliable Supply Chain UPMG Plans 74th Annual Conference

- Jamie S. Crump, partner, The Richwell Group and associate director, strategic sourcing, Purdue Pharma L.P. — TD Services and Indirect Spend: The Development of Supplier Performance Metrics and Scorecards
- Tim Underhill, president, Underhill & Associates — Sourcing for Services
- Breakout Session II
  - H. Lee Muller, MBA, C.P.M., CQA, Six Sigma Black Belt, director of Sstrategic sourcing, Georgia-Pacific Corporation — TF Program Management and Sourcing of Non-traditional Services
  - Sarmiento Silva, C.P.M., director, purchasing system development & re-engineering, AstraZeneca Pharmaceuticals, L.P. — TG Strategically Sourced Marketing Services: They Said It Couldn't Be Done
- Panelists: John MacLean, vice president, corporate purchasing, American Airlines; Keith Connolly, vice president, SBC strategic sourcing, SBC Communications, Inc.; Mark K. Nixon, vice president, HP services procurement, Hewlett-Packard Company, Moderator; Roberta Duffy, editor, *Inside Supply Management*®, Institute for Supply Management™ — A View From the Top: Making the Most of Your Services Spend
- Breakout Session III
  - Danny Ezrol, director, sourcing & category management, ICG Commerce and Carrie Sepert, procurement manager, indirect goods and services, Cooper Cameron Corporation — UB Sourcing Temporary Labor on a Global Basis ... and Making Cost Savings Permanent
  - Ernest G. Gabbard, J.D., C.P.M., CPCM, director, strategic sourcing, Allegheny Technologies, Inc. — UC Services Contracting for the Supply Professional
- Joanna Martinez, chief procurement officer, Alliance Capital Management L.P. — Winning at Strategic Sourcing Even When You Are Not a Big Player

### Four Easy Ways to Register:

**Internet:** Register online at [www.ism.ws](http://www.ism.ws) and save \$25.00.

**Fax:** Transmit completed form with credit card information to 480/752-2299.

**Mail:** Mail the complete form and payment to ISM Seminars, P.O. Box 22160, Tempe, AZ 85285-2160

**Phone:** Call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.

### 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](mailto:Bryan.Eaves@compassbnk.com)

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



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

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

The Supplier Advisory Committee also reminded us of two important facts: (1) suppliers are also vulnerable to these same kinds of threats and (2) suppliers can often be instrumental in a utility's recovery. These are facts that we must consider to responsibly fulfill our duties.

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

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

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

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

Visit the UPMG Web site as details on this great event, at [www.upmg.com](http://www.upmg.com).

*Submitted by Ellen Richardson, C.P.M.,  
Forum Chair*



## Women in Leadership Group

The Women in Leadership (WIL) Group has been working hard on recharging the group, which was inactive for a short while. By updating the information gathered by the previous team, the group has developed mission and vision statements, and administrative procedures such as the Rules of Management and listserv guidelines.

The mission of the Women in Leadership Group is to better leverage and integrate working relationships between members and companies to gain greater value for our businesses, and to provide support to advance women within the supply management profession.

Our vision to reach this goal is that we will share information on leadership skills and how to network and mentor effectively.

Our most exciting news is the mentoring program that was kicked off a few months ago. The mentoring program is a new benefit to ISM members, created to support career development and advancement for women in supply management. Our primary goal is to strengthen individual leadership skills through individual coaching and to provide an effective and potentially new networking environment.

If you would like to be a part of this exciting new program, either as a mentor or mentoree, please contact Michelle Keith at [mk2481@sbc.com](mailto:mk2481@sbc.com).

If you have general questions about the WIL Group, please feel free to contact Lori Sisk at [lorisisk@hotmail.com](mailto:lorisisk@hotmail.com).

*Submitted by Lori Sisk, C.P.M., A.P.P.,  
Group Chair*

## Groups and Forums Now Forming

### Supplier Management Group

ISM members are welcome to join who are interested in networking with others in a Supplier Management Group. The group will provide an educational network for communication among members who have or are forming supplier management organizations and give them the opportunity to understand the strategies behind the formation of Supplier Management Organizations and the direct comparison of quantitative and qualitative data. The Supplier Management Group will have in-depth discussions on best practices in areas of interest with leading-edge companies, the ability to brainstorm with peers when new challenges/opportunities are presented and set the standards for a rapidly advancing practice.

### Engineering Capital Equipment Procurement Group

This group is targeted towards supply professionals who are responsible for sourcing and procuring major plant equipment, engineering and construction related services.

If you are interested in joining either the Supplier Management Group or the Engineering Capital Equipment Procurement Group, please contact Melanie DePalma at 800/888-6276, extension 3062, or via e-mail at [mdepalma@ism.ws](mailto:mdepalma@ism.ws)

*“Leadership is action, not position.”*

~ Donald H. McGannon

former president of Westinghouse Broadcasting Corporation and the National Urban League

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

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

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

**How:** Current members will earn rewards when they recruit new members into ISM. For details, visit [www.ism.ws](http://www.ism.ws).

*Lead by Example*

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

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

[www.ism.ws](http://www.ism.ws)



ISM is a member of the International Federation of Purchasing and Supply Management

## GROUP AND FORUM CHAIRS

### Forums

#### Association Management Forum

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#### Hospitality Supply Management Forum

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#### New York/New Jersey Forum

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#### Petroleum Industries Buyers Forum

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#### Southwest Supply Chain Forum

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#### Steel Buyers Forum

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#### Utility Purchasing Management Group Forum

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#### Federal Acquisition and Subcontract 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

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#### Southeastern Professional Procurement Group

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#### Women in Leadership Group

Lori Sisk, C.P.M., A.P.P.  
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For a complete listing of Group and Forum officers, visit the ISM Home Page ([www.ism.ws](http://www.ism.ws)); go to Members Only; on foldout menu, select Association Governance — you'll need your ISM ID number — click on National Officers Directory and scroll down to Groups or Forums.

### To access an ISM Group or Forum Web site:

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

### To access the Discussion Forums:

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

Consider the benefits of belonging to one of ISM's Special-Interest Groups or Forums. Complete the form on page 10 and return it to ISM or submit one online at [www.ism.ws/MembersOnly/gpenrolformnew.cfm](http://www.ism.ws/MembersOnly/gpenrolformnew.cfm). You will be added to the membership roster of the Group or Forum indicated on your enrollment form.



## About ISM's Special-Interest Groups and Forums

### GROUPS:

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

#### Chemical Group

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

#### Electronic Supply Management Group

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

#### Federal Acquisition and Subcontract Management Group

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

#### Global Group

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

#### Indirect-MRO Group

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

#### Logistics and Transportation Forum

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

#### Materials Management Group

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

#### Medical Industry Group

Purchasing and supply management for hospitals and similar institutions; supply management professionals for manufacturers and distributors of healthcare products and services.

#### Minority and Women's Business Development Group

To educate and offer guidance regarding development and/or implementation of meaningful minority supply management programs providing business opportunities for minority-and women-owned firms.

#### Northeast Supply Management Group

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

#### Services Group

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

#### Southeastern Professional Procurement Group

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

#### Women in Leadership Group

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

### FORUMS:

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

#### Association Management Forum

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

#### Hospitality Supply Management Forum

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

#### New York/New Jersey Forum

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

#### Petroleum Industries Buyers Forum

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

#### Pharmaceutical Forum

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

#### Rail Industry Forum

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

#### Southwest Supply Chain Forum

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

#### Steel Buyers Forum

Supply management professionals who work with the steel industry, steel buyers and local steel buyers' groups to promote a better understanding of the steel buying function.

#### Utility Purchasing Management Group Forum

Officers, managers and employees of gas and electric utilities who are directly involved in purchasing or supply management.

If you are interested in  
volunteering for a leadership  
position in an ISM Group  
or Forum, please contact  
Melanie DePalma at 800/  
888-6276, extension 3062,  
or via e-mail  
at [mdepalma@ism.ws](mailto:mdepalma@ism.ws).

## ISM Special-Interest Group/Forum Enrollment Form

*Groups and Forums offer their members the opportunity to promote the interchange of ideas and discussion of mutual challenges in their special area of interest.*

*To become a member of a Special-Interest Group or Forum, "X" the one that best represents your industry.*

### GROUPS

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

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

### FORUMS

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

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Association Management        | <input type="checkbox"/> Petroleum Industries Buyers | <input type="checkbox"/> Southwest Supply Chain              |
| <input type="checkbox"/> Hospitality Supply Management | <input type="checkbox"/> Pharmaceutical              | <input type="checkbox"/> Steel Buyers                        |
| <input type="checkbox"/> New York/New Jersey           | <input type="checkbox"/> Rail Industry               | <input type="checkbox"/> Utility Purchasing Management Group |

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

Your ISM ID Number: \_\_\_\_\_ Dr. \_\_\_ Mr. \_\_\_ Mrs. \_\_\_ Ms. \_\_\_ Miss \_\_\_

First Name: \_\_\_\_\_ M.I.: \_\_\_\_\_ Last Name: \_\_\_\_\_

Organization Name: \_\_\_\_\_ Title: \_\_\_\_\_

Mailing Address: Business \_\_\_\_\_ Home \_\_\_\_\_ C.P.M. \_\_\_\_\_ A.P.P. \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code (+ four): \_\_\_\_\_ - \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

**ONLINE ENROLLMENTS:** Visit [www.ism.ws](http://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