

AUGUST 2010



Spotlight

ON ISM GROUPS AND FORUMS

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

Chemical Group

Mission/Purpose

The objectives of the ISM Chemical Group are: to foster and promote the interchange of ideas and cooperation among its members; to disseminate information of interest and benefit to its members on subjects such as sourcing 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.

Winter ISM Chemical Group Conference

The 2010 Winter Chemical Group Conference took place on March 4-5, 2010 in San Antonio. This year's event — "Economic Recovery, Fact or Fiction?" — featured topics including "ISM's *Report On Business*®" by Norbert Ore of Georgia Pacific, LLC, "Energy Policy Impacts on Supply Chain" by Paul Lord of AMR Research, "Chemical Industry Outlook for 2010" by Joseph Chang of ICIS, and many others.

We currently are looking forward to the 2010 Fall Sourcing Summit with the Drug, Chemical and Associated Technologies Association (DCAT), and our 2011 conference will take place in Atlanta on March 3-4, 2011. Please plan to join us for both upcoming events.

2010 Fall Sourcing Summit

Together with DCAT, the ISM Chemical Group is pleased to announce the dates of the annual Strategic Sourcing Summit & Showcase. This event is a joint effort between DCAT, the ISM Chemical Group and the ISM Pharmaceutical Forum, and will be held November 3-4, 2010 at the Hyatt Regency Hotel in New Brunswick, New Jersey.

Please visit the Chemical Group website (www.ism.ws/sites/chemicalgroup/Newsletter.htm) for future registration and program information, or visit the DCAT website (www.dcat.org).

Submitted by Paul Kane, C.P.M., CPIM
Group Chair

Federal Acquisition and Subcontract Management Group (FASMG)

The FASMG is actively soliciting new members to participate in our group. We endeavor to support and serve supply chain professionals working in the federal acquisition area, including state and local government. Our focus includes education and assistance through web seminars, networking and quarterly subcontracting tips.

Our group meeting is held every year at the ISM International Conference. This year it was in San Diego. We had a strong turnout of the officers and we were able to accomplish an outline for the year's activities. We also elected a new group chair due to the resignation of Elaine Whittington. She was one of the original founders of our group and we thank her for her strength, guidance, support and many contributions over the years. Whittington will be our secretary temporarily until we find someone else to take the position.

Our plans for the year include two web seminars, four subcontracting tips and our group meeting at the ISM International Conference in Orlando, Florida. Please be sure to visit our website at www.fasmg.org to see all of our current events and activities, as well as to join our group.

This year's officers consist of:

Chair – Lorena Mague, CPSM, C.P.M. – Meggitt Defense Systems, Inc.

Vice Chair – Dr. Rene G. Rendon, C.P.M., CPCM, PMP – U.S. Naval Postgraduate School

Treasurer – Grace Diloares, C.P.M. – AeroVironment, Inc.

Membership – Holly Raphaelson, MBA, C.P.M., FCPM, CPPO, FCCN – City of Sunrise

Secretary (Temporary) – Elaine Whittington, C.P.M., CPCM, A.P.P.

Director – Ernest Gabbard, CPSM, C.P.M., CPCM – Allegheny Technologies, Inc.

Director – Henry Garcia, C.P.M. – Asentrene, Inc.

Publicity/Newsletter – Carol Street, CPSM, C.P.M. – Northrop Gruman

We look forward to hearing from you and assisting in any way we can. You may contact any officer of the group (contact information is on our web page) or contact me at lorena.mague@meggitt.com or 949/465-7713.

Submitted by Lorena Mague, CPSM, C.P.M.
Group Chair

Global Group

Are we in a global recovery, an ongoing global recession or a point in history no one can quite understand or classify? I suppose if you have global responsibilities of supply chain in your organization, as many of our members do, you ask yourself these questions every day. The Global Group is working on an agenda to help resolve some of the confusion and questions supply chain managers are asking nowadays, and we expect plenty of contributors will lend their opinion, experience, advice and expertise for our planned upcoming web seminars. We are focusing on helping members better understand the conditions of global business and how they impact their daily decisions.

Look for announcements later this year for some exciting changes to our group, including a new web interface for our members to interact with each other. All of us in leadership positions in the group are excited about serving our members, and we are always open to suggestions and comments.

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 educational and networking forum for hospitality industry supply management. The HSM Forum supports its mission by offering an annual spring conference, providing a website 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 through professional certification.

2010 Spring Conference Was a Success

The 2010 Hospitality Supply Management Conference, held May 19-21, 2010 in downtown Chicago, was a success, with more than 100 people in attendance.

The focus of the event was on the challenges and solutions for today's hospitality supply manager. The presentations included:

- Taking Responsibility for Food Safety in the Produce Industry
- Detecting and Preventing Supply Disruptions to Your Business
- Lean Manufacturing: How to Do More With Less
- Using Collaborative Technology to Combat Costs
- Best Practices for Purchasing Energy in Deregulated Energy Markets
- Economic and Commodity Outlook for the Coming Year

Attendees also had the opportunity to join their peers and discuss hot topics in supply management, including skill sets and certifications, sustainability, security, risk and the challenges faced in guaranteeing a world-class supply chain.

Certified Professional in Hospitality Supply (CPHS) exams were also offered on Wednesday afternoon.

The Certified Professional in Hospitality Supply (CPHS) qualification was introduced at the 2009 Hospitality Supply Management Conference. The new program was developed in recognition of the fact that the evolution of purchasing to supply chain management requires a new focus on the expanded knowledge and strategic issues that hospitality supply management professionals face, now and in the future. Please note that this new certification does not affect current holders of the previous qualification, the CFPM (Certified Food Purchasing Manager).

Candidates for the new designation are required to have a minimum of three (3) years of full-time professional (nonclerical, nonsupport) supply management experience in the hospitality field, and to pass a 175-question exam within the time allotted (2.5 hours). Some of the areas covered by the exam include strategic sourcing, risk management and sustainability.

Original certification will be valid for three (3) years, and recertification requires 30 Continuing Education Hours (CEHs) during the certificate period. Complete details concerning the CPHS certification program are available on the HSM website at www.ism.ws/sites/hospitalitysupplymgmt.

For information about the 2011 Hospitality Supply Management Conference, visit the HSM website at www.ism.ws/sites/hospitalitysupplymgmt.

Submitted by Donald J. Miller, C.P.M., CPHS, CFPM
Forum Chair

Logistics and Transportation Group

The Logistics and Transportation Group (LTG) has undertaken three major initiatives to get our group moving in the right direction.

First, we will co-sponsor the ISM Southwest Forum's 64th Annual Southwest Supply Management Conference on September 29-October 1, 2010 in San Antonio. Please look for further e-mails and postings on our website for more details as the conference program and brochure develops. There will be one track dedicated solely to our group's interests: Track 5 — "Savvy Solutions and Cost Savings for Transportation and Logistics Within the Supply Chain." We hope you mark your calendar and can attend.

Second, we are expecting to get the results from our April membership survey so we can communicate the results and the direction that our group should take in the future. Special thanks to Dave Jacoby for developing the survey and to Ron Grossman for directing this endeavor.

Lastly, are contributing to the *Parcel E-Newsletter*, starting in April 2010, which was the first in a monthly series authored by ISM's Logistics and Transportation Group board members, who are current practitioners, consultants and educators. In future columns, they will share their views on a number of supply chain topics that affect logistics and transportation. Many thanks to George Yarusavage for his efforts in spearheading this effort.

Submitted by Thomas L. Tanel, C.P.M., CTL
Group Chair

Materials Management Group

On April 26, 2010, the Materials Management Group was honored as the ISM Group/Forum of the Year at the 95th ISM Annual International Supply Management Conference. The award represents a culmination of efforts of the past and present board members. We have had amazing success with our seminars, workshops and conferences in the face of financial difficulties and market downturn. It's inspiring to be a member of such a great group!

The MMG is planning several co-sponsored seminars with ISM affiliates to be held in Las Vegas, (ISM—Nevada), Cleveland (PMA—Cleveland) and Salt Lake City (NAPM—Utah). We are open to co-sponsoring events with your affiliate or group, too. We have many great speakers within our group and have been very successful in presenting seminars and conferences with the help of local affiliates. If your affiliate is interested in co-sponsoring with the MMG, please contact Karl Harward for available dates and potential speakers by e-mail at karl.harward@slcgov.com.

The MMG promotes professional development, best practices and networking opportunities, and co-sponsors with ISM affiliates, and ISM Groups and Forums. Our field encompasses all aspects of materials management, including supply management, contracts, negotiation, production planning, purchasing, inventory management, warehousing, traffic, transportation and other related activities. Over the past 20 years, the MMG has sponsored hundreds of conference speakers, workshops, seminars and other professional-development activities.

We are continuing to revitalize the MMG and invite ISM members to participate with us. We are in the process of establishing closer ties with ISM affiliates and increasing MMG enrollment, as well as increasing ISM affiliate memberships. Visit our website, 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 process and respond to your inquiries. We urge interested ISM members to enroll in the MMG through the ISM website, www.ism.ws. It's free to join. We want to hear from ISM members who would like to help represent the MMG in their local affiliates. We need more volunteers and more ideas on how we can add value for our members and profession.

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.

If you are interested in volunteering, or to be a member of the board of directors, please send an e-mail with a letter of interest to the MMG Nominating Committee via Karl Harward at Karl.harward@slcgov.com.

Submitted by Karl Harward, MBA
Group Chair

Northeast Supply Management Group

It is the purpose and mission of the Northeast Supply Management Group (NSMG) to provide an educational and networking structure/forum for purchasing and supply management professionals. The group will facilitate and encourage, within the profession, the free interchange of ideas and knowledge that are specific to interests, industries and commodities within the coverage area.

Vision

It is our vision to provide the highest standard of excellence in service, opportunities and value to every purchasing and supply management professional within the New England geographical area with the possible expansion of the Northeast Supply Management Group area. This may be accomplished by:

- Focusing on member needs and expectations
- Pursuing quality and excellence in products and services offered
- Seeking new ways of doing business that put the member first

Participation

NSMG is proud to receive active participation on our board of directors representing six northeast affiliates of ISM.

Participating in our programs, fundraising activities and scholarship programs are members of: NAPM—Maine, NAPM—New Hampshire, ISM—Vermont, PMA—Rhode Island, Connecticut Association of Purchasing Management, Inc. and PMA—Western New England, Inc. Additionally, members of PMA—Boston serve in and contribute to group and conference activities on a regular basis.

Current Leadership

Chair: Diane Cotter, C.P.M., University System of New Hampshire

Vice Chair: Alexis N. Somers, Ph.D., University of New Haven

Treasurer: John H. Fittz, Raytheon Company

Secretary: James A. Vaughn C.P.M., Siemens Medical Solutions

Fall 2009 Conference Report

Because the NSMG Group was formed to continue and enhance regional ISM traditions in volunteer development, our board of directors, with commitment from participating affiliates, was determined to keep the traditions of member education and support of college scholarship programs by affiliate fundraising alive in 2009, despite a softening regional economy and reduced membership.

A core group of volunteers extended their commitment and recruited others in perpetuating the collaborative relationship with APICS Chapters 10 and 20, representing the Boston and North Shore affiliates of that organization, and the Council of Supply Chain Management Professionals/New England

Roundtable to host a one-day conference in Marlborough, Massachusetts. The theme, "Supply Chain Optimization and Innovation," was shared by the collaborating members, with each group committing core curricula from their own knowledge base to share among participating attendees. Much as our own CPSM® credential requires broader and deeper knowledge, the resulting program offered 200 paid participants educational tracks in operations, materials, supply chain sourcing and logistics. Core presentations in negotiations, costing, collaboration and project management were enhanced by dynamic practitioners in global supply chain management.

Participants also had the opportunity to learn about new products and services from 13 exhibitors. General keynote session included Jeffrey Carr's report on the regional economy, focused for the supply and logistics professional, and our other keynote presentation from sponsor Oracle challenging us all to integrate our systems in sales and operations management. Satisfaction with the content and presentation was confirmed by attendee survey responses with the highest ratings ever. Clearly, we have the benefit of a regional professional network that understands that volunteer efforts from a wide base of support.

Supporting Our Members

NSMG uses part of the proceeds from its educational offerings to provide scholarships to the New England affiliates, which they may award to their members. In 2009, NSMG provided a total of US\$5,000 in scholarship funds and expects to support future development programs as the board responds to member needs.

Upcoming Event

On October 4, 2010, NSMG will again join with APICS Chapters 10 and 20 and the Council of Supply Chain Management Professionals New England Roundtable to host a one-day conference in Marlborough, Massachusetts. The 2010 New England Supply Chain Conference & Exhibit, "Supply Chain Best Practices: Adding Value," will begin with a regional forecast for the New England economy by Jeffrey Carr, president and economist, Economic Policy and Resources, Williston, Vermont. Carr's presentation will be geared to participants' needs and interests. As always, Carr will provide an up-to-date, real-time, breaking-news economic analysis and prognostication for our region. Don't look for it on the DVD; it will be fresh upon delivery and posted on his website after the event.

Four discipline-oriented program tracks have been developed, each offering a basic, intermediate and advanced program element during the day. Project management, operations management and procurement supply chain sessions are detailed on our website. An exhibitor supplier track will also be presented again.

Exhibitor reaction to our attendance in spite of last year's "doldrums" is very encouraging. Expect excellent offerings and exciting raffle rewards for those who visit and explore our supporting exhibitors.

The collaborating groups have decided to hold the early-bird registration fee for this event to last year's price of US\$199/person. For more information and to register for this exciting and educational conference, please go to www.nescon.org and then click on 2010 program.

Once again, I do wish to acknowledge the incredible intensity, commitment and perseverance of our volunteer leaders on the group and collaborative committees (steering, program, marketing and facilities) who keep our organizations alive and our conference development and delivery on track.

It is truly humbling to witness the quality, volume and velocity put forth on behalf of our personal professional development. Please take the time to thank a volunteer leader in your local ISM affiliate organization. The best way I can think of for *you* to do that is to commit *your* efforts to help.

Our participating ISM affiliates in Rhode Island, Connecticut, Western Massachusetts, New Hampshire, Maine and Vermont, and individual members from the Boston affiliate as well as all of our collaborating colleagues have all redefined "getting it done." Please support them by registering early for the conference.

Submitted by Michael K. Broderick, CPSM, C.P.M.
Group Chair Emeritus

Pharmaceutical Forum

Pharmaceutical Forum Mission

The mission of the Pharmaceutical Forum is to further advance the pharmaceutical procurement profession by implementing best-in-class practices, conducting leading-edge workshops, funding supply management educational grants, and promoting the growth of key minority, small, disadvantaged, woman-owned, veteran-owned and service disabled-veteran owned small businesses.

Nontraditional Metrics

This past March, the Pharmaceutical Forum spent considerable time researching and discussing alternate metrics that would help to better highlight the value that we as procurement professionals help create for our organizations. While traditional measures such as cost savings and spend under management are not about to go away any time soon, they do not reflect the complete spectrum of value that the procurement function realizes. Working with CAPS Research and its Pharmaceutical Industry Advisory Committee, as well as our own member companies, we are challenging ourselves to develop these "new" metrics that will capture other dimensions of the value that procurement can create in an organization.

Once such example of a nontraditional metric discussed was in the area of innovation. With outsourcing of critical operations and noncore technologies increasing, innovation is still critical to the future survival of many pharmaceutical companies and an excellent example of an area in which a good, solid procurement organization can contribute. By analyzing the marketplace properly, and assessing and selecting suppliers/partners effectively,

procurement can take a leading role in developing critical suppliers, which brings innovative technologies, methods and expertise that will ultimately add to the efficiency and efficacy of drug performance and delivery. Because such improvements tend to lead to top-line growth, but such revenue impact has not traditionally been a standard procurement metric, the impact of supplier innovation driven by procurement tends to get lost.

The Pharmaceutical Forum continues to investigate and test-drive such metrics, like those for innovation, through collaboration, benchmarking and old-fashioned trial and error. By augmenting existing metrics, a better, more accurate picture of the various value drivers that can be realized begins to form. The search for "new" metrics is a small piece of our effort to quantify and emphasize the positive contribution procurement brings to our organizations.

Strategic Sourcing Summit and Showcase 2010, New Jersey

The Pharmaceutical Forum will again join forces with the Chemical Group and the Supply Management Committee from the Drug, Chemical and Associated Technologies Association to present the annual Strategic Sourcing Summit & Showcase. This two-and-a-half-day event will be held November 3-4, 2010 at the Hyatt Regency Hotel in New Brunswick, New Jersey. The collaborative summit committee is working to finalize both the content and speakers, so save the date and visit www.dcat.org, where the finalized program details will be posted.

The Pharmaceutical Forum Calendar for 2010

November 3-4	Strategic Sourcing Summit and Showcase 2010, New Jersey
March 14-17	New York (Location TBD)

Supplier Diversity Subcommittee Activity

The Supplier Diversity Pharmaceutical Forum (SDPF) is a subcommittee of the Pharmaceutical Forum. This group is comprised of supplier diversity professionals from the pharmaceutical industry and meets several times per year at various locations throughout the U.S. The SDPF subcommittee's mission is to benchmark best practices of supplier diversity programs among pharmaceutical peers and across different industry groups, and to provide outreach support to small, minority, veteran, service-disabled veteran, women, HUBZone and disadvantaged businesses.

The SDPF continues to be active in diversity related events. In February, the SDPF sponsored as well as participated in the Power-to-Business Conference presented by the National Association of Women Business Owners of Ventura County and hosted by Amgen. Members of the SDPF joined with diversity suppliers in programs designed to raise awareness in areas such as the certification, productivity, financing and IT security issues. Just this past May, the SDPF sponsored the Diversity Alliance for Science (DA4S) Conference, held in Newark, New Jersey. Several SDPF members presented at the conference, which is designed to raise awareness as well as share challenges, antidotes and best practices in diversity programs and supplier relationships

specifically related to the life-sciences industry. Active participation in events such as these help to broaden the SDPF's reach in educating and onboarding new suppliers.

SDPF Subcommittee Calendar for 2010

July Chicago, IL

November Location TBD

Updates on Pharmaceutical Forum activities can be found at <http://ism-pharma.org>.

Submitted by Christopher J. Silva, CPSM, C.P.M.
Forum Secretary/Treasurer

Services Group

ISM Services Group Conference

Join the Services Group at ISM's 11th Annual Services Conference, December 2-3, 2010, at the Pointe Hilton Tapatio Cliffs Resort in Phoenix.

The conference will offer lessons learned and real-world accomplishments from some of the world's most visible and successful organizations. The conference program includes a mix of keynote presentations, breakout sessions, networking opportunities and roundtable discussions. Some of this year's topics include:

- Critical Suppliers and Supplier Relationships
- Creative Services Sourcing
- Outsourcing/Offshoring Services
- Comprehensive Services Procurement
- Collaborative Relationship Development With Strategic Suppliers
- The Power of Six Sigma in Procurement
- Negotiating Small-Parcel Shipment Rates
- Green – Attaining Sustainable Savings
- Negotiating Services Contracts
- Contingent Labor, Savings, Governance and Controls

Sign up to receive information at www.ism.ws/education/ConfSignUp.cfm?Program=20051.

ISM Services Group Membership

The Services Group is dedicated to supply management professionals who work for services-based organizations or who are responsible for the sourcing and contracting of services within their organizations. For more details, visit www.ismservicesgroup.org.

Submitted by Ellen Berry, CPSM, C.P.M.
Communications Chair

Southwest Forum

Make plans to attend the 64th Annual Southwest Supply Management Conference on September 29-October 1, 2010 in San Antonio, at the Hyatt Regency on the Riverwalk.

Five great educational tracks are scheduled for the event:

- 1) Supply Chain Skill Sets for the Next Millennium, and Creating Best-in-Class Supply Chain Efficiency Within Your Organization
- 2) Strategic Cost Analysis, Next-Level Cost-Management Practices and Best-in-Class Negotiation Practices Within the Supply Chain
- 3) Contract Administration Best Practices and World-Class Risk Mitigation Practices
- 4) Effective Public Procurement Strategies
- 5) And joining us for this conference, the Transportation and Logistics Group will present a track, "Savvy Solutions and Cost Savings for Transportation and Logistics Within the Supply Chain."

Additional events include pre-conference seminars (including CPSM® Exam preparation), networking opportunities, an exhibitor showcase, a golf tournament at the Republic Golf Club and an opportunity to earn 11.5 Continuing Education Hours (CEHs).

Check our website, www.ismswscf.org, for a full conference brochure, golf brochure and an exhibitor's brochure. Links to register are all on our website or [click here](#) to register today!

Look forward to seeing you all at the conference.

Submitted by Mary Walker, C.P.M., A.P.P.
Forum Chair

Steel Buyers Forum

Spring 2010 Meeting Update

At the 95th Annual ISM International Supply Management Conference on April 27, 2010 in San Diego, Amy Bennett, senior steel consultant/editor, *Metal Bulletin Research/American Metal*, made a presentation on the current state and future of the steel market. As part of her presentation, she provided each participant in the meeting with a copy of the *Steel Purchasers Information Workbook*. The workbook contains access to everything necessary for purchasing executives to track the global steel markets.

In the second presentation of the day, Murat Askin, general manager/Americas, Steel Orbis, gave a very informative presentation on how international steel traders fit in the supply chain for the global purchase of steel.

Thanks to Gary E. Roberts, C.P.M., Pacesetter Steel Service, Inc., programs chair for another outstanding slate of speakers.

Robert Elsasser, C.P.M. received a plaque in sincere appreciation and recognition of his many years of dedicated service to the Steel Buyers Forum as a member of the board of directors.

Tiffany Armas, purchasing manager, Donaldson Company, Inc. accepted the position of surveys chair.

New members inducted at the meeting were: Paul Alagna, HON Company and Randy D. Arsenault, Arvin Meritor.

Officers and Subcommittees

Since the last meeting of the ISM Steel Buyers Forum, Angela Reed, JMS Russell Metals, was appointed by the board of directors to the position of vice chair on an interim basis, subject to final approval of the membership at the fall 2010 meeting. Reed replaces Gregg Lee, Nordyne Corporation. The current officers and chairs of the forum are:

Chair — David H. Schwind, C.P.M., Custom Steel Processing

Vice Chair — Angela Reed, JMS Russell Metals

Secretary & Treasurer — Anita L. Hain, C.P.M., A.P.P., SAF – Holland USA

Standing Subcommittees —

Immediate Past President: Robert Elsasser, C.P.M., Behlen

Manufacturing Website: Al Bandman, Arcelor Mittal Tubular Products

Programs: Gary E. Roberts, C.P.M., Pacesetter Steel Service, Inc.

Communications: Francis Ruan, Olympic Steel, Inc.

Membership: Ben VanSlooten, ITW Drawform

Surveys: Tiffany Armas, Donaldson Company

Website: www.ism.ws/sites/steel

Fall 2010 Meeting

Planning for the fall meeting in November of the ISM Steel Buyers Forum continues. Traditionally the fall meetings are held at steel industry sites. Past fall meetings have been held at Severcorr, Arcelor Mittal Tech Center, Steel Dynamics, Nucor Castrip, EAF Wheeling, WV and have also included a presentation by Enron on steel futures trading. The fall Steel Buyers Forum Conference and Mill Tour will be held at US Steel Gary Works on November 4-5, 2010 in Gary, Indiana. Please contact Gary E. Roberts at groberts@pacesettergroup.net with any suggestions or ideas for future meetings. Look for updates and more information on the fall 2010 meeting as the year progresses.

Membership

If you are interested in joining the ISM Steel Buyers Forum, please contact David Schwind at dschwind@customsteelpro.com or Ben VanSlooten at benv@drawform.com.

Qualifications for the ISM Steel Buyers Forum

Active members of ISM who perform the usual duties of supervising, buying or managing the procurement of steel are eligible for membership in the forum.

The prospective member 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 U.S. dollar equivalent in specialty steels.
- Have experience in steel procurement.
- Have a good reputation in the steel community.
- Must subscribe to and practice the ISM *Principles and Standards of Ethical Supply Management Conduct*.

- Maintain ISM membership status and be cleared with the national office prior to formal invitation to join the ISM Steel Buyers Forum Executive Committee.
- Be willing to attend two SBF meetings per year. The member must agree to be active and attend four out of six of the forum's semiannual meetings over a three-year period.
- Member cannot represent a steel producer or scrap dealer.
- No more than one member from one company or corporate entity shall be allowed.

Submitted by David H. Schwind, C.P.M.

Forum Chair

Supplier Diversity Group

Mission Statement

The mission of the ISM Supplier Diversity Group (SDG) is to educate, motivate and provide leadership and expertise to ISM members in order to drive supplier diversity initiatives.

McDonald Award

This award is given in honor of the first chair of the group, Charles J. McDonald Jr., and is presented annually to an ISM member in recognition of exemplary contributions in the inclusion of diverse suppliers. This year's recipient is Charles Flocco, director of contingent labor (global procurement services), Capital One. He is a member of the ISM—Carolinas-Virginia affiliate. The presentation was made by SDG Chair Joan Kerr at the ISM annual Conference in San Diego.

Pre-Conference Seminars

The SDG conducted a pre-conference seminar in San Diego, prior to the ISM annual Conference. The session was titled "How to Develop and Manage a Supplier Diversity Program," and was crafted especially for sourcing professionals who are interested in a strategic approach to integrating supplier diversity into their company's supply chain process.

Conference Workshops

The SDG sponsored three workshops during the conference, covering various topics relevant to supplier diversity: Global Sourcing and Supplier Diversity, Diverse Suppliers Go Green, and Supply Chain Diversity: Measurement Process.

Annual Meeting and Networking Reception

The annual meeting of the SDG was held during the ISM annual Conference. The SDG reviewed the upcoming fiscal year's strategic plan as well as its ongoing project, "Program in a Box." The group members endorsed the slate of board officers nominated for the upcoming fiscal year. The meeting was followed by a networking reception, which provided the opportunity for conference attendees to meet the McDonald Award recipient and to chat with group members and guests about supplier diversity.

Program in a Box

This is a collection of three program presentations about supplier diversity, complete with slides and speaker notes. Topics are:

- Part I – Supplier Diversity – A Sound Business Case
- Part II – Delivering Better Business Results Through Supplier Diversity
- Part III – Integrating Supplier Diversity Into the Supply Chain

The project is now undergoing final review after several beta-test presentations to selected affiliates. Once completed, the presentation kits will be made available to all ISM affiliates.

Speakers Available

ISM affiliates and other groups and forums should keep in mind that SDG 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
Communications Chair

Utility Purchasing Management Group Forum

Growing demands for renewables and stress from the economy are proving to be a just a few of the major factors affecting supply chains. UPMG's annual conference will address many of the hot issues impacting the energy industry today. This year's conference theme is Thriving in the New Reality – Strategies for Supply Chain Success. It will be held in San Diego on September 26-28, 2010.

UPMG's annual educational conference is a major event in the energy industry. This year's program will provide 11 hours of educational programming, multiple opportunities for peer-to-peer networking, more than 60 supplier displays and a charity golf tournament. The golf tournament will be held at Maderas Golf Club and will benefit the Veterans Village of San Diego. The charity was selected by the local host, San Diego Gas and Electric.

Featured Speakers

The conference will be opened by Mike Niggli, president and COO of San Diego Gas and Electric, and will include more than 30 speakers. Here are a few:

- Dr. John Izzo, business speaker and author, who will share his insights into leadership development as it pertains to the individual as well as the company and corporate culture
- Jeff Anthony, manager of utility programs, American Wind Energy Association
- Timothy Gill, director, economics, NEMA
- Dr. Richard Muller, UC Berkeley, author of *Physics and Technology for Future Presidents*
- The Water Coolers, a New York-based business comedy group, will provide lunch-time entertainment during the conference as

they "celebrate the crazy, funny, maddening and yet somehow universally comforting insanity of everyday life."

Benchmarking Study

2010 is the seventh year that UPMG has partnered with the 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 participating companies. It is then analyzed and during a post-conference session, the data are presented to the study participants and discussed. The next benchmarking study will open in February 2011. The results of this study are only available to participants. Electric utility companies interested in participating should contact Lonny O'Rourke at Lawrence.ORourkeJr@us.ngrid.com.

Forging Strategic Relationships Since 1924

The UPMG was founded as a forum in 1924 to implement industrywide 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 the UPMG are from the U.S., Canada, Mexico and the Caribbean. The UPMG's primary activities are focused around the annual educational conference and benchmarking study.

Stay in Touch

Keep yourself informed about UPMG — join UPMG's group on LinkedIn at www.linkedin.com and participate in the discussion group and stay up to date on the annual conference, benchmarking and other opportunities. Sign up for the annual conference or add yourself to the UPMG mailing list at www.upmg.org.

Make Plans

In 2009, UPMG conducted an ROI study to value the return to the individual from participating in the annual conference. A process of three studies of participants showed the average participant received a 412-percent return on their investment of registration and travel expenses. Register now for the 79th Annual UPMG Conference, to be held in San Diego on September 26-28, 2010 at the Manchester Grand Hyatt, at www.upmg.org.

Submitted by Robert C. Self
Forum Chair

Women in Leadership Group

The mission of ISM's Women in Leadership Group (WIL) is to better leverage and integrate working relationships between members and companies, gaining greater value for our businesses and to provide support to advance women within the supply management profession. Our vision is to share information on leadership skills and how to network and mentor effectively.

The WIL Group has been working hard to refresh and refocus the group. Over the next year, we plan on offering programs such as seminars and workshops, a mentorship program and a quarterly newsletter dedicated to women in our profession.

The first phase of our mentoring program kicked off in May 2010. This program was created to support career development and advancement for women in supply management. Our primary goal is to strengthen leadership skills through individual coaching and networking opportunities. If you would like to be a part of this exciting new program, either as a mentor or mentoree, please contact Tatiana Mejia at tatiana.mejia@shell.com.

Look for future communications regarding innovative training opportunities, strategies for mentoring and networking more effectively and upcoming group activities through our quarterly newsletter.

If you are interested in learning more or joining the WIL Group, please feel free to contact Brynn Matkoski at bmatkoski@underarmour.com or visit our website, www.ism.ws/sites/wlg.

Submitted by Brynn Matkoski
Group Communication Chair

A brief description for each of ISM's Groups and Forums is provided on page 14. You can become a member now by signing up using the enrollment form on page 15, or online at www.ism.ws — Members Only — Affiliates, Groups and Forums — Group/Forum Enrollment Form.



Three ISM Groups Now Forming

**Risk Management Group
Capital Projects Group
Education Group**

ISM members who are interested in networking with others are welcome to join. If you are interested in joining any of these groups, please contact Jan Miller at ISM at 800/888-6276, extension 3113, or via e-mail at jmiller@ism.ws.

ISM Upcoming Conferences

3rd Annual ISM Sustainability and Social Responsibility Conference

November 4-5, 2010

Disney's Yacht & Beach Club Resort

1700 Epcot Resorts Boulevard

Lake Buena Vista, FL 32830

This year's program covers the full range of social responsibility from sustainability and environmental issues to global licensing, ethics and logistics. Our sessions address issues in sourcing and emerging issues in law. Don't miss the panel discussion featuring industry thought-leaders who have implemented sustainable and socially responsible processes into their organizations. Use their insight to build and improve your sustainability programs.

Sustainability and social responsibility are here to stay, and your organization's level of commitment can make or break your future success.

Who Should Attend This Program

Supply management professionals engaged in developing and supporting corporate social responsibility and sustainability initiatives should attend. Supply management professionals may want to invite those outside of supply management to gain buy-in and to build the foundation for organizational success. Corporate sustainability and social responsibility initiatives are holistic strategies that involve the entire organization, from the CEO to administrative support.

Institute for Supply Management™ Definitions

Sustainability: Sustainability is the ability to meet current needs without hindering the ability to meet the needs of future generations in terms of economic, environmental and social challenges.

Social Responsibility: Social responsibility is a framework of measurable corporate policies and procedures and resulting behavior designed to benefit the workplace and, by extension, the individual, the organization and the community in the following areas: community, diversity and inclusiveness — supply base, diversity and inclusiveness — workforce, environment, ethics, financial responsibility, human rights, health and safety, and sustainability.

11th Annual Services Conference

December 2-3, 2010

Pointe Hilton Tapatio Cliffs Resort

Phoenix, AZ

[Agenda](#)

[Registration Information](#)

[Register Online!](#)

[Download the Conference Brochure](#)

96th Annual ISM International Supply Management Conference and Educational Exhibit

May 15-18, 2011

Gaylord Palms Resort & Convention Center

Orlando, FL

Registration opens October, 2010.

[Sign up to receive an e-mail notification](#) when registration is open.



Future Annual Conference Dates

2011: May 15-18 — Kissimmee, FL (Orlando)

2012: May 6-9 — Baltimore, MD

2013: April 28 - May1 — Grapevine, TX (Dallas)

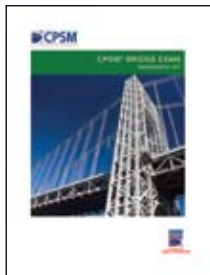
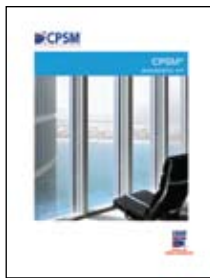
Use the CPSM® Diagnostic Kits to Study Less

Potential CPSM®s always ask, “How do I study for the CPSM® Exams?” One of the items highly recommended to have in your study arsenal is the [CPSM® Diagnostic Kit](#) or [CPSM® Bridge Exam Diagnostic Kit](#), if you are an active C.P.M. with a bachelor’s degree. It is a sample exam with scoring and correct answers, including the justifications and references.

Why should you get the *Diagnostic Kit*? It tells you exactly which task areas of the exam(s) you need to study the most and it references what pages to find the explanation within the *CPSM® Study Guide* (three spiral-bound books), the *ISM Professional Series* (three hard-cover books) and a few other references. Now that is a great way to pinpoint your particular study needs, which saves you lots of time by focusing on the areas you don’t know as well.

The [CPSM® Diagnostic Kits](#), the [CPSM® Study Guide](#) and the [ISM Professional Series](#) are the most popular study items because they were designed to work together in order to fit your individual CPSM® Exam needs. You can use college-level supply management textbooks you already own or get from a library, but you will be bouncing around to find and understand the various exam task areas.

The CPSM® *Diagnostic Kit* comes in your choice of print or web-based versions to meet your preferred learning style. It is the same content; however, the web-based version more closely simulates test-taking environment, you can log on to any Internet-connected computer and it automatically does the scoring for



you. Even though you manually score your exam(s), the print version is popular because you can carry it with you and write notes on it. Currently, the CPSM® *Bridge Exam Diagnostic Kit* is only available in print, but the web-based version will be available by the end of 2010.

Here are three sample questions — and answers — from the CPSM® *Diagnostic Kit* to help you prepare to pursue your CPSM® certification. First, answer all three questions; then, scroll down to the “3 Answers” section to find out how you fared. Make sure you check out the References to find out where to look for the answer explanation so you fully understand the concepts.

3 Questions

Question #1: When developing specifications, a buyer may consider information from which of the following?

- I. Suppliers
 - II. Industry Standards
 - III. Professional Organizations
 - IV. Competitors
- A. I and IV only
 - B. II and III only
 - C. I, II and III only
 - D. I, II, III and IV

Question #2: A home medical testing device includes a very sensitive sensor with a customized, easily readable display. This sensor is low-cost but high-risk because shortages could stop production at the buying organization’s plant. In this situation, which term BEST describes the sensor?

- A. Bottleneck item
- B. Non-critical component
- C. Leverage buy
- D. Routine component

Question #3: Which of the following is an example of a mission statement for a supply management organization?

- A. “The supply management organization will ensure the right price for the right products or services at the right time, with required quality and supporting documentation.”
- B. “The supply management organization will effectively manage supply management activities and supplier relationships to satisfy internal stakeholders of the company.”
- C. “The supply management organization will ensure that all personnel perform their responsibilities in an efficient and effective manner.”
- D. “The supply management organization will provide a minimum of \$200,000 of cost savings or cost avoidance during the upcoming fiscal year.”

3 Answers

Question #1: Option D is correct because all four sources of information can be important to the supply management professional. Suppliers (I) provide not only specifications for current products (which can be compared to be sure specs aren't unduly restrictive) but also advance looks at new products or technologies. Industry standards (II) are especially useful for common parts or materials or for those routinely tested by third-party services or labs. Professional organizations (III) offer resources such as training, examples of standard specifications, and networking among peers. Being aware of competitors' (IV) innovations, problems, and solutions can yield valuable perspective.

References: CPSM® *Study Guide*, 1st Edition (Book 1 — *Foundation of Supply Management*), pages 1-2; *ISM Professional Series* (Book 1 — *Foundation of Supply Management*), pages 114-115.

Question #2: Option A is correct because bottleneck items are low-value, high-risk products with customized specifications and/or technologies. To minimize supply interruptions, inventory levels are closely monitored and supply management may search for alternate suppliers. Non-critical or routine components (Options B & D) have little effect on the organization's profitability and competitiveness. They can be standardized, and substitution is feasible. Leverage buying (Option C) is used when items are low-risk and a large number of suppliers are available. The organization's volume can be leveraged to obtain lower prices.

Reference: CPSM® *Study Guide*, 1st Edition (Book 2 — *Effective Supply Management*), pages 8-9.

Question #3: Option B is correct because it addresses overarching purposes of the supply management function as they relate to the larger organization. Options A and C are strategies in support of the mission. Option D is incorrect because goal setting (such as specific savings targets) evolves from strategies.

References: CPSM® *Study Guide*, 1st Edition (Book 3 — *Leadership in Supply Management*), pages 1-4; *ISM Professional Series* (Book 3 — *Leadership in Supply Management*), pages 48-51; *Strategy: A View From The Top* (2nd Edition), pages 7-8; *Guide to Business Planning* (The Economist Series), pages 27-29.

For more information on the CPSM®, visit the [Professional Credentials](#) section of the ISM website.

CPSM® and MCIPS Reciprocity

If the U.K. and North America are part of your supply chain, ask us about CPSM® and MCIPS reciprocity.

An agreement between Institute for Supply Management™ (ISM) and The Chartered Institute of Purchasing & Supply (CIPS) set forth reciprocity between the two organizations, allowing

professionals to apply for the respective professional credentials. Professionals in North America holding the CPSM® credential may apply for and receive the MCIPS designation from CIPS, increasing your global marketability. The agreement also allows CIPS members in the U.K. holding the MCIPS designation to apply for and receive the CPSM® credential from ISM.

The CPSM® credential requires [recertification](#) every three years with 60 Continuing Education Hours (CEHs). Click here for [CPSM® Recertification FAQs](#).

MCIPS holders in the U.K. interested in obtaining the CPSM® should complete the [one-page CPSM® application](#) and mail to:

ISM — Attn: Michelle Pattee
P.O. Box 22160
Tempe, AZ 85285-2160

For any questions:

MCIPS holders in the U.K. may contact ISM — Michelle Pattee, mpattee@ism.ws, or call 800/888-6276 or +1 480/752-6276, extension 3074.

CPSM® holders in North America may contact CIPS Customer Service at customer.services@cips.org or call +44 01780 756777.

Veterans —CPSM® Exam Fees Reimbursed Under the GI Bill

Don't forget, the United States Department of Veterans Affairs (VA) reimburses for CPSM® Exam fees.

Our exams are specifically approved for the GI Bill. The VA can only pay for the cost of the tests and not other fees connected with obtaining the CPSM® (study materials, application fees, etc.).

According to the GI Bill website, you may receive this benefit if you are eligible for:

- The Montgomery GI Bill (also called the MGIB or Chapter 30)
- VEAP (also called Chapter 32), or
- Dependents Educational Assistance (also called DEA or Chapter 35) (DEA is a benefit for children, spouses, and surviving spouses of veterans with 100-percent service-connected disability or who died in service or due to service-connected disability.)

You can receive up to US\$2,000 per test (but not more than the cost of the test). There is no limit to the number of tests you can take.

For more details, please visit the [United States Department of Veterans Affairs](#). When using the search feature keep in mind that ISM is located in the state of Arizona.

ISM Plans Three Satellite Seminars for 2010-2011 Program Year

ISM is gearing up to present three satellite seminars in the 2010-2011 program year. The first of these, "Enhancing and Managing Internal Relationships," is scheduled for September 30, 2010. This satellite seminar focuses on the skills and tools supply management can use to develop internal relationships and add value in their organizations, and achieve excellence.

Additional planned broadcasts are:

- Thursday, February 10, 2011 — Understanding and Embedding Risk Management Concepts Into Supply Practices
- Thursday, April 28, 2011 — Legal and Contracting Insights for Today's Supply Professional

As they become available, details on [upcoming programs](#) are posted in the Satellite Seminars area of the ISM website. Select Education—Seminars, Conferences, then click on Satellite Seminars, Upcoming Programs.

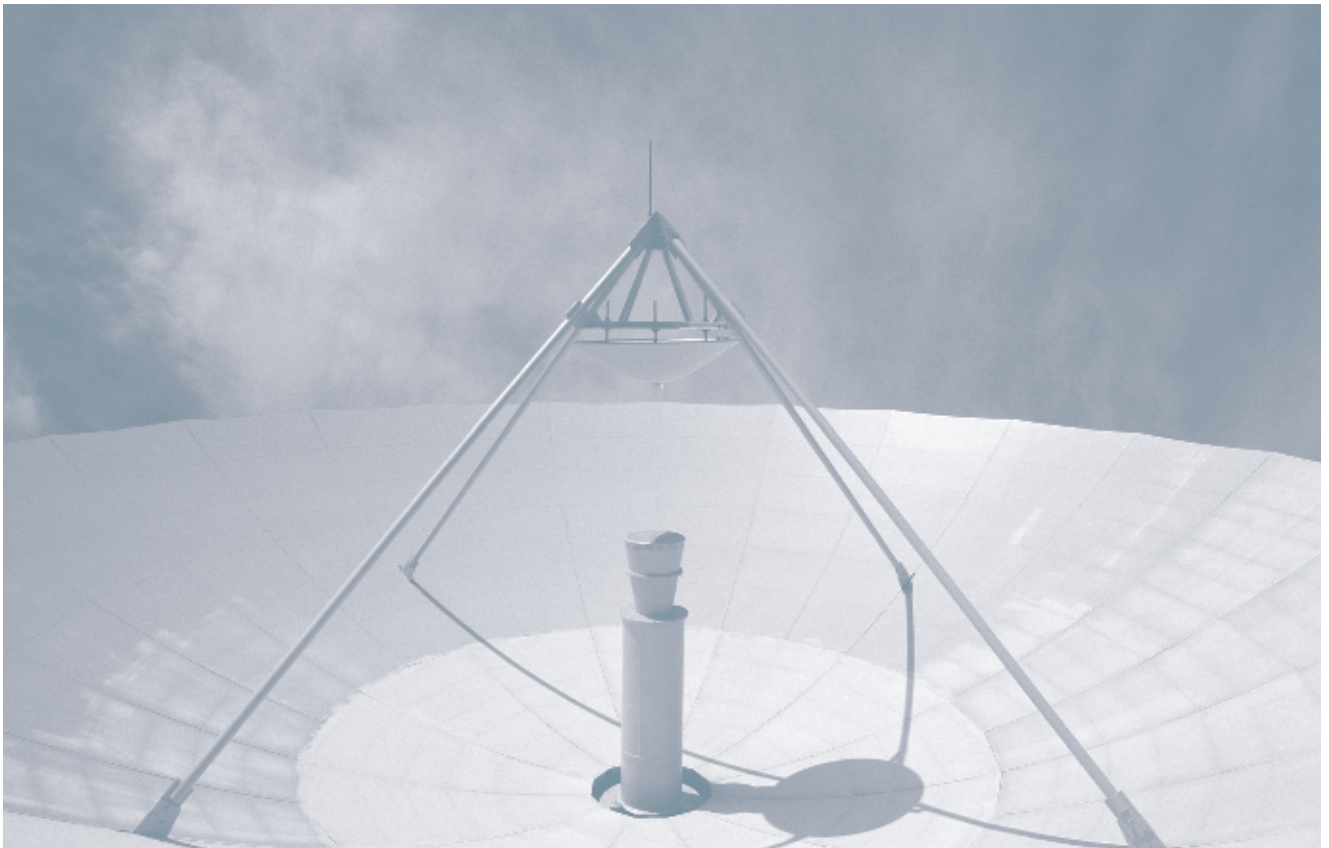
ISM Groups and Forums are invited to get a group together to view these programs. There are two options:

1. Locate a facility with the satellite downlink technology to view the programs live. Many of the current downlink sites are educational institutions or corporate facilities. Our programs are currently broadcast via C-band analog and Ku-band digital satellite transmissions – and there is no charge for an ISM Group or Forum to receive the signal.

2. Check with your local affiliate to determine if they are downlinking the program – and view the program at their downlink site.
3. Order the DVD set for each program and choose a viewing time that is convenient for your group. The set of two DVDs containing the entire four-hour satellite broadcast for each program is available for order prior to the program and for a window of three weeks following the broadcast. The DVD set includes a PDF copy of the program handbook, which includes the program slides, as well as articles and other resources relating to the topic. A link to the [DVD order form](#) is also available on the Upcoming Programs page of the Satellite Seminar web area.

For each satellite seminar they attend, individuals earn four Continuing Educational Hours (CEHs) that can be used for recertification.

Questions regarding satellite seminar programming and registration should be directed to Valerie Gryniewicz, 800/888-6276 or +1 480/752-6276, extension 3090 (vgryniewicz@ism.ws).



GROUP AND FORUM CHAIRS

Groups

Chemical Group

Paul E. Kane, C.P.M., CPIM
Eli Lilly & Company
E-mail: kane_paul_e@lilly.com
www.ism.ws/sites/
chemicalgroup

Electronic Supply Management Group

Vacant

Federal Acquisition and Subcontract Management Group

Lorena Mague, CPSM, C.P.M.
Meggett Defense Systems
9801 Muirlands
Irvine, CA 92618
E-mail: lorenamague@aol.com
www.fasmg.org

Global Group

James E. Martin
E-mail: jamesemartin@yahoo.com
www.ism.ws/sites/ismglobal

Healthcare Group

Stephen F. Tambolas, CPSM, C.P.M.
E-mail: stambolas@comcast.net
www.ism.ws/sites/
medicalindustry

Indirect-MRO Group

Michael E. Smith, Ph.D.
Western Carolina University
E-mail: mesmith@wcu.edu
www.indirectmro.com

Logistics and Transportation Group

Thomas L. Tanel, C.P.M., CCA
CATTAN Services Group
E-mail: tomtanel@msn.com
www.ism.ws/sites/
logistictransportation

Materials Management Group

Karl Harward, MBA
Salt Lake City Corporation
E-mail: karl.harward@slcgov.com
www.ismmmg.org

Northeast Supply Management Group

Diane Cotter, C.P.M.
University System of New Hampshire
E-mail: diane.cotter@usnh.edu
www.nsmg.info

Services Group

Peter E. O'Reilly, Ph.D., C.P.M.
E-mail: drpor@aol.com
www.ismservicesgroup.org

Supplier Diversity Group

Joan Kerr
Pacific Gas & Electric Company
E-mail: J2Kw@pge.com
www.mwbdg.com

Supplier Management Group

Brent Perkins, C.P.M., A.P.P.
E-mail: brent.perkins@yahoo.com
www.ism.ws/sites/
suppliermanagement

Women in Leadership Group

Lori Sisk, C.P.M.
E-mail: lorisisk@hotmail.com
www.ism.ws/sites/wlg

Forums

Hospitality Supply Management Forum

Donald J. Miller, C.P.M., CPHS, CFPM
Hilton Hotels Corp.
E-mail: don_miller@hilton.com
www.ism.ws/sites/
hospitalitysupplymgmt

New York/New Jersey Forum

Ann Marie Wayne, C.P.M.
E-mail: amwayne@chsbuffalo.org
www.ismnynj.org

Petroleum Forum

Michael R. Zakarian
BP
E-mail: michael.zakarian@bp.com
www.ism.ws/sites/petrolforum

Pharmaceutical Forum

William A. Stirling, C.P.M.
Bristol Myers Squibb
E-mail: william.stirling@bms.com
www.ism.ws/sites/Pharmforum

Southwest Forum

Mary E. Walker, C.P.M., A.P.P.
Hagemyer
E-mail: mewalker@hagemeyerna.com
www.ismswscf.org

Steel Buyers Forum

David H. Schwind, C.P.M.
Custom Steel Processing
E-mail: dschwind@customsteelpro.com
www.ism.ws/sites/steel/Officers.htm

Utility Purchasing Management Group Forum

Robert C. Self
Southern Company
E-mail: rcself@southernco.com
www.upmg.com

For a complete listing of Group and Forum Officers, go to the ISM website (www.ism.ws) and select **Members Only — Affiliates, Groups & Forums** — and then **Group and Forum Officers**.

To access an ISM Group or Forum Website:

1. Go to **www.ism.ws**.
2. Select **Members Only**.
3. Select **Affiliates, Groups & Forums**.
4. Select **Groups & Forums Web Sites**.
5. Then select the **Group or Forum** of your choice.

To access an ISM Discussion Forum:

1. Go to **www.ism.ws**.
2. Select **Members Only**.
3. Select **Discussion Forums**.
4. Select **Enter the Discussion Forums**.
5. Select the **Discussion Forum** of your choice.

Consider the benefits of belonging to one of ISM's Groups or Forums. Complete the enrollment form on page 15 and return it to ISM or enroll online at www.ism.ws — **Members Only — Affiliates, Group & Forums** — and then **Group/Forum Enrollment Form**. You will be added to the membership roster of the Group or Forum you selected.

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.

Global Group

Comprised of members who have supply management responsibility for global products and services.

Healthcare Group

Purchasing and supply management for hospitals and other healthcare institutions; supply management professionals for manufacturers and distributors of healthcare 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 transportation or logistics services responsibilities.

Materials Management Group

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

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 northeastern United States.

Services Group

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

Supplier Diversity 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.

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.

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**.

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 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 Jan Miller
at 800/888-6276, extension 3113, or
via e-mail at jmiller@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 problems 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"/> Supplier Diversity |
| <input type="checkbox"/> Electronic Supply Management | <input type="checkbox"/> Logistics and Transportation | <input type="checkbox"/> Supplier Management |
| <input type="checkbox"/> Federal Acquisition and Subcontract Management | <input type="checkbox"/> Materials Management | <input type="checkbox"/> Women in Leadership |
| <input type="checkbox"/> Global | <input type="checkbox"/> Northeast Supply Management | |
| <input type="checkbox"/> Healthcare | <input type="checkbox"/> Services | |

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.

- | | | |
|--|---|--|
| <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 | |
| <input type="checkbox"/> Petroleum | <input type="checkbox"/> Steel Buyers | |

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

ISM Member Number: _____ Mr. ____ Mrs. ____ Ms. ____ Dr. ____

First Name: _____ M.I.: _____ Last Name: _____

Organization Name: _____ Business Title: _____

Mailing Address: Business ____ or Home ____ CPSM® ____ C.P.M. ____ A.P.P. ____

Address: _____

City: _____ State: _____ ZIP Code (+ four): _____ - _____

Telephone: _____ Fax: _____

E-Mail: _____

Enrollment Options

Online —

Go to the ISM website (www.ism.ws) and select Members Only — Affiliates, Group & Forums — and then Group/Forum Enrollment Form. Choose the Group or Forum you want to join, enter your ISM ID Number and contact information and then click on the Send Form button.

Complete this form —

Mail: ISM Affiliate Support, P.O. Box 22160, Tempe, AZ 85285-2160 or **Fax:** +1 480/752-7890