

MARCH 2011



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 2011 Winter Chemical Group Conference takes place March 3-4, 2011, in Atlanta at the Hilton Garden Inn. This year's event — "Economic Challenges: The Chemical Reaction" — features topics and guests including "ISM's *Report On Business*®" by Norbert Ore, chair of the ISM Manufacturing Business Survey Committee; "The Future of North American Natural Gas Supplies" by Ed Kelly, vice president, Wood Mackenzie; "Category Management and Contracting Process" by Randy Carlson, Shell; and many others.

2011 Fall Sourcing Summit

Together with the Drug, Chemical and Associated Technologies organization (DCAT), the ISM Chemical Group is pleased to announce that it will again host the annual Strategic Sourcing Summit and Showcase. This event is a joint effort between DCAT, the ISM Chemical Group and the ISM Pharmaceutical Forum. It is held each fall at the Hyatt Regency Hotel in New Brunswick, New Jersey. The exact dates have not been set yet.

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

Global Group

The ISM Global Group is ready for 2011. This year, our focus will be on identifying solutions for our member base through expertise and networking. We have a web seminar scheduled for this summer, and we are updating our various sites for connections and best practices. We welcome all of our members' input and, above all else, we want to help educate each other on the best methods to excel in our jobs. Look for more updates throughout the year.

Submitted by James Martin
Group Chair

Hospitality Supply Management Forum

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

2011 Spring Conference

The 2011 Hospitality Supply Management Conference will be held May 18-20, 2011, in downtown Chicago.

The focus of the event will be "Solutions for Today's Hospitality Supply Management Professional." The presentations planned for the event include:

- The Role of Professionalism in Supply Management
- Leveraging Supplier Relationship Management Techniques to Solve Problems, Save Time and Cut Costs
- Deploying Supply Chain Technology to Drive Efficiency
- Supplier Management in the Food Chain
- Serving Up Greener Food and Beverage Services
- Economic Outlook for 2011-2012

You also have the opportunity to join your 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 will be offered on Wednesday, May 18, 2011, 1:30 - 4 p.m. The CPHS exam registration fee will be waived for Hospitality Supply Management Conference attendees.

For information about the 2011 conference, visit the HSM website at www.ism.ws/sites/hospitalitysupplymgmt.

Certified Professional in Hospitality Supply

The *Certified Professional in Hospitality Supply (CPHS)* qualification was introduced at the 2009 Hospitality Supply Management Conference. Please note that this new certification does not affect current holders of the previous qualification, the Certified Food Purchasing Manager (CFPM). 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.

Candidates for the new designation will be required to have a minimum of three years of full-time professional (nonclerical, nonsupport) supply management experience in the hospitality field, and to pass a 200-question exam within the time allotted (2.5 hours). Some of the areas covered by the exam will be strategic sourcing, risk management and sustainability.

Original certification will be valid for three 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 or at www.ism.ws/Certification/CPHS.cfm.

The CPHS exam will be offered at the Hospitality Supply Management Conference and the ISM Annual International Supply Management Conference. Exam registration fees will be waived for registered attendees of the conference when the exam is taken. You can register for the CPHS exam at www.ism.ws/education/content.cfm?ItemNumber=21021.

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

Logistics and Transportation Group

The Logistics and Transportation Group (LTG) is pleased to report that we are on the move, with our current membership at 320. According to our recent membership survey, 62 percent have been members for three or fewer years.

This past year, we were a co-sponsor with the ISM Southwest Forum for its 64th Annual Southwest Supply Management Conference, September 30 - October 1, 2010, in San Antonio, which was a success. Thanks to all members who participated, and especially to Ricardo Chavez for lining up LTG sponsors and exhibitors for the event.

We hope to co-sponsor again this year and have a Logistics track when the 65th Annual Southwest Supply Management Conference is held on November 2-4, 2011, in New Orleans, at the Astor Crowne Plaza. Please put the dates on your calendar.

We are pleased to share the results from our April membership survey, which will help our Group in the future. Once again, special thanks to Dave Jacoby for developing the survey and to Ron Grossman for directing this endeavor. The following four questions from our 15-question survey rated the highest response (see percentage after question) from the membership:

- Have you visited the LTG website (www.ism.ws/sites/logistics/transportation) and did you find useful information there? **70%**

- If a seminar or presentation on an area of specific interest were made available via webcast or teleconference by the LTG, would you attend? **100%**
- If a seminar or presentation on an area of specific interest were made available by the LTG via classroom or a public seminar through an ISM affiliate, would you attend? **75%**
- Would you be interested in receiving a monthly/quarterly newsletter from the LTG? **96%**

Based on the results, we will attempt to move in those directions in which the membership wishes us to go. As we seek to meet the educational and professional development needs of our membership based on the results of our April membership survey, we are forming an Academic Advisory Committee. We are looking for volunteers. If you are a member of the Group and serve as a professor or faculty at a university or college and have an interest to participate, please contact Tom Tanel at tomtanel@msn.com or Ted Farris, Ph.D., at farris@unt.edu.

In conclusion, as you may or may not know, we have been contributing to the *Parcel eUpdate* newsletter since February 2010. This is a monthly series authored by ISM Logistics and Transportation Group board members who are current practitioners, consultants and educators. In the near future, these columns will be available for sharing on the Group's website, along with other practical resources. Many thanks to George Yarusavage for his efforts in spearheading the *Parcel eUpdate* newsletter column and to Ron Grossman for working on the website.

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

Materials Management Group

Last year, the ISM Materials Management Group (MMG) co-sponsored some amazing workshops and had great success. This year, the MMG is planning several co-sponsored seminars and workshops with a few ISM affiliates. We are open to co-sponsoring events with your affiliate or Group as well.

We have many great speakers and facilitators within our Group and have been successful in providing seminars, workshops and conferences with minimal help from local affiliates. If your affiliate is interested in co-sponsoring with the MMG, please contact Karl Harward for available dates and potential speakers at karl.harward@slcgov.com.

In April 2010, our Group was honored at the 95th ISM Annual International Supply Management Conference as the "ISM Group/Forum of the Year." The award represents a culmination of efforts of past and present board members. We have had amazing success with our seminars, workshops and conferences in the face of financial difficulties and the market downturn. It's inspiring to be a member of such a great Group! We need more volunteers and more ideas on how we can add value for our members and profession. If you are interested in volunteering or becoming a member of the board of directors, please send an e-mail with a letter of interest to the MMG Nominating Committee, c/o Karl Harward (karl.harward@slcgov.com).

We encourage ISM members to enroll in the MMG through the ISM website, www.ism.ws. It's free to join. We want to hear from interested ISM members who would like to help represent the MMG in their local affiliates. Right now, we are looking for a few key individuals to fill vacant positions. We need volunteers and ideas on how we can add value for members and the profession.

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 continue to revitalize the MMG and invite interested 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.

The MMG newsletter has featured articles by many 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.

We look forward to working with you this year! Here's to 2011!

Submitted by Karl Harward, MBA
Group Chair

New York/New Jersey Forum

Happy New Year from the ISM New York/New Jersey Forum!

ISM New York/New Jersey Forum (NY/NJ Forum) held its 10th annual conference, "Prepare to Grow," on November 5-6, 2010, in Glens Falls, New York. We are happy to report the conference was very successful thanks to our presenters, Forum board of directors and committees, and approximately 45 attendees. The conference offered two educational tracks, either professional or personal, to choose from, and general sessions. Attendees also enjoyed a night of networking and fun.

Over the past few years, we have made donation(s) to charities local to the area where the conference is held. The fundraising is done through a fun event held during the Friday night networking session. Past events have been "flamingo" races and an "Are You Smarter Than a Fifth Grader" contest.

ISM NY/NJ Forum has an outstanding group of purchasing professionals, and many were presented with Person of the Year awards nominated by their affiliates.

The ISM NY/NJ Forum Board of Directors will meet in Binghamton, New York, on March 11-12, 2011, to plan the 11th annual conference, to be held in November 2011. A decision was made last year to rotate the conference each year between Binghamton, Glens Falls and Corning, New York, so we will be reaching out to area hotels and rates in Corning for 2011. By moving the conference location each year, more members have the opportunity to attend, and it brings business to the local areas and adds a change of scenery and local attractions for our members.

Currently, our board of directors includes:

Chair — Ann Marie Wayne, C.P.M.

First Vice Chair — Edward Riggie, III, C.P.M.

Second Vice Chair — David Duprey

Secretary/Treasurer — Debora Csontos, CPSM, CPSD, C.P.M.

Immediate Former Chair — Guy Haddix, CPSM

You can find ISM NY/NJ Forum information on our website at www.ismnynj.org.

Submitted by Ann Marie Wayne, C.P.M.
Forum Chair

Northeast Supply Management Group

The Northeast Supply Management Group (NSMG) serves ISM members in the New England area by facilitating educational and professional development opportunities for supply management professionals in the region. In addition to active participation of ISM affiliates in Western New England, Vermont, New Hampshire, Connecticut, Rhode Island and Maine, our board of directors includes members of PMA Boston.

Our members and board have carried on the legacy of providing regionally relevant educational programming by collaborating with us and with local APICS and NERT chapters to sponsor an accessible and affordable annual conference every October.

A highlight of the October 2010 conference was the inaugural designation of membership in the New England Supply Management Hall of Fame.

That honor was presented to [Brian J. O'Connor, CPSM, C.P.M., CPIM](#), for his leadership in supply management practice and professional development in our region.

With multiple educational tracks, keynote presentations and supplier fairs, the New England Supply Chain Conference and Exhibition is a must-attend annual event for regional practitioners seeking the latest professional development opportunities and certification support.

Participating ISM affiliates share in net revenue of the event to help support local scholarship and professional development opportunities.

Participating affiliates vigorously communicate and share their professional development, educational and business linkage successes during our two annual meetings.

Current NSMG officers are:

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Our next NESCON event will be held October 3, 2011, at the Best Western Royal Plaza Hotel and Trade Center in Marlborough, Massachusetts.

www.nescon.org

We look forward to revitalizing regional affiliate volunteer and officer development with help from the ISM national staff in the near future.

Submitted by Diane Cotter, C.P.M.
Group Chair

Pharmaceutical Forum

Members of the Pharmaceutical Forum represent mid-to-large pharmaceutical/biotech companies and meet at various times throughout the year to benchmark and share best practices. Most recently, the Forum met at ISM Headquarters to collaborate on various initiatives with CAPS Research as well as with the Arizona State University School of Supply Management. In 2010, the Forum also hosted several meetings in which members shared practices related to organizational design, category strategies, innovation, policies and KPIs. The small meeting size and direct access to industry leaders allow for deep-dive discussions that provide valuable contacts and actionable takeaways long after Forum meetings have ended. On tap for 2011 are such topics as:

- Savings: Philosophy and Measurement
- Other Nonsavings KPIs
- Risk Mitigation
- Training & Development
- Sustainability
- Supplier Relationship Management
- Stakeholder Management
- Outsourcing/Offshoring

Industry procurement leaders who are interested in joining the Pharmaceutical Forum should contact Bill Stirling, Bristol-Myers Squibb, at William.stirling@BMS.com.

Strategic Sourcing Summit & Showcase 2010

This very successful conference highlighted forward-thinking strategies among industry thought-leaders in such areas as innovation, sourcing, market intelligence, supply security, and outsourcing to China. Participating leaders included Greg Brandyberry, CEO, Wildfire Commerce Inc.; Richard Spoor, senior VP, Global Procurement, Merck and Co., Inc.; Eric Evans, VP and GM, Global API Division, Covidien; Laurie Chipperfield, director, technology and strategic sourcing, Pfizer, Inc.; Stephen Fecho, Jr., manager, supply market intelligence, Merck & Co., Inc.; Kendra Martello, asst. general council, PhMRA; and Robert Reiley, senior director and CSO, Eli Lilly & Company — each of whom facilitated discussions and brought insight into these key areas of concern for supply management professionals. The Pharmaceutical Forum, along with the ISM Chemical Group and the Drug, Chemical, and Associated Technologies (DCAT) organization, again presented this program, which was attended by nearly 200 supply management professionals.

A special note of recognition and thanks to those organizations that continue to sponsor and support the ISM Pharmaceutical Forum as well as the Sourcing Summit, including: Wheels, Inc.; CAPS Research; Albemarle Corporation; DPT Laboratories, Ltd.; DSM Pharmaceutical Products, F.I.S. – Fabbrica Italiana Sintetici S.p.A.; INFA, Inc.; G.J. Chemical Company, Inc.; Greenfield Chemical, Inc.; Johnson & Johnson; Noramco, Inc.; Pharmaceutical Technology; Triplefin LLC; and VWR International.

Keep an eye out in the calendar section of the ISM website as well as on www.dcat.org for details and registration for the upcoming Strategic Sourcing Summit and Showcase 2011, scheduled for July 13-14, 2011, in Newark, New Jersey.

Supplier Diversity Subcommittee Activity

The Supplier Diversity Pharmaceutical Forum (SDPF) is a subcommittee of the Pharmaceutical Forum and is comprised of supplier diversity professionals from the pharmaceutical industry. 2010 was a very active year for the subcommittee, most recently targeting best practices at non-pharma companies and how to incorporate these into their existing programs, as well as meeting with leaders from the Minority Business Development Agency (MBDA) and Veterans Affairs (VA) to better develop working relationships and understand regulatory reforms. The subcommittee participated in various supplier development and outreach programs as well, including the Diversity Alliance for Science Workshop (DAS4) and NAWBO Ventura County, both to raise awareness as well as mentor potential suppliers through the certification process. Members were among several panelists participating in the DAS4 program. Focusing on 2011, the subcommittee is looking to increase innovation and productivity by working to anticipate and interpret government compliance and to further integrate diversity into sourcing and company culture. The SDPF believes its efforts will lead to increases in reportable spend and opportunities for key diversity suppliers.

Those industry diversity leaders interested in joining the subcommittee's efforts may contact either Kathleen Castore, sanofi-aventis, kathleen.castore@sanofi-aventis.com, or Sheri Shafir, Novartis Pharmaceuticals Corporation, sheri.shafir@novartis.com.

Endowment/Scholarship Activity

Early in 2011, the Pharmaceutical Forum, represented by Forum Chair Bill Stirling of Bristol-Myers Squibb, presented Dr. Lei Lei, professor and chair of the Department of Supply Chain Management and Marketing Sciences, Rutgers University, with the initial endowment that will fund future scholarships for students majoring in the supply management curriculum at the university. Stirling commented, "The ISM Pharmaceutical Forum has always been dedicated to supporting our future leaders in the supply management profession, and we are proud to have the opportunity to establish this endowment at such a leading university." This latest program is the third formal endowment the Forum has established at a university over the last several years; the others include Arizona State University and Bowling Green State University.

Submitted by Christopher Silva, CPSM, C.P.M.

Forum Secretary/Treasurer

Services Group

The ISM Services Group ended 2010 in a very positive way with the 11th Annual ISM Services Conference. It was held in Phoenix, December 2-3, 2010, at the Pointe Hilton Tapatio Cliffs Resort, and was one of the highest-rated Services Conferences ever.

Highlights from that event were:

Scholarships

- There were 16 scholarships awarded to students representing five partner universities. The winners were:
 - Arizona State University — Ana Acosta, Matthew Leung, Stephen Sharr, Debbi Wan
 - Michigan State University — Jason Tan, Josh DeBlaay, Ashley Kinkaid
 - Rutgers Business School — Jaysai Ghayal, Mikhail Naumov, Arnab Sengupta
 - University of San Diego — Brittany Berg, Thomas Amarante, Kaalen McCrane
 - Western Michigan University — Chelsey Meyer, Trisha Terns, Peter Lyngstad
- These scholarships included attendance at the ISM Services Conference so the students were able to learn as well as network with potential employers and colleagues.
- Marty Bell, C.P.M., A.P.P., co-chair of the University Relations Committee, sums it up best when he states, “One of our Group’s key focuses is investing in the education of future supply management professionals.” The ISM Services Group University Relations program focuses on the key areas of mentoring, internships, on-site activities, student membership and scholarships.

Student Case Study Presentations

- Scholarship winners from each school were grouped as a team and given a case study to analyze. They were then expected to develop a presentation to be performed and judged at the ISM Services Conference.
- All of the presentations were exceptional. The students did an amazing job of grasping the material and presenting the logic behind their recommendations and actions. In the end, the judges determined that the winning team was from Rutgers School of Business.

Elections of Officers

- The Leadership Council for the ISM Services Group was voted into office at the 11th Annual ISM Services Conference. These offices were as follows:
 - Chair — Fred Ledbetter, C.P.M.
 - Vice Chair — Ellen Berry, CPSM, C.P.M.
 - Directors and Committee Chairs:
 - Finance — Paul Howard, C.P.M.
 - Communications — Kelly Longgear, C.P.M.

- Marketing — Cynthia Alexander, C.P.M., and Jim Haining, CPSM, C.P.M.
- Membership — Tom Ribardo
- Educational Opportunities — Marika Lindstrom and Vic Goel
- University Relations — Marty Bell, C.P.M., and Chris Flum, C.P.M.
- Technology — Andrea Grable, C.P.M.

Celebration of Achievement for Dr. Peter O'Reilly, C.P.M.

- After 10 years as chair of the ISM Services Group, Dr. O'Reilly decided to “retire” from that position.
- Dr. O'Reilly helped develop the ISM Services Group by creating a strong and effective organization that has been a leader in the services arena. In celebration of his leadership and many accomplishments, time was put into the conference agenda to recognize his efforts. In addition to a formal award presentation, a collage of pictures from throughout the years was also shown for the attendees. His influence will be missed.

The ISM Services Group was formed so that professionals with a common interest in the procurement of services-related indirect spend would have an environment to facilitate sharing ideas and best practices. To accomplish this, the ISM Services Group sponsors several events throughout the year. In addition to the annual conference, several online chat sessions are held throughout the year. There will also be several activities held at the ISM Annual International Supply Management Conference in Orlando, Florida. Look for speakers who are sponsored by the ISM Services Group and attend the reception, which will be held Tuesday night, May 17, 2011, from 6 p.m. to 7 p.m.

For event updates or further information about the ISM Services Group, go to www.ismservicesgroup.com.

Submitted by Fred Ledbetter, C.P.M.
Group Chair

Southwest Forum

We are on our way to New Orleans and you are all invited. Mark your calendar for the 65th Annual Southwest Supply Management Conference, November 2-4, 2011, at the Astor Crowne Plaza at 739 Canal Street. Make your plans now to attend.

Our Forum area expanded last year and we are now a 10-state area: Texas, Oklahoma, Louisiana, New Mexico, Kansas, California, Nevada, Arizona, Utah and Colorado. Our conference is open to anyone interested in continuing their professional development. This is a great way to help collect those needed Continuing Education Hours (CEHs).

Our conference begins with a networking meeting. Our trade show is a great place to mix and mingle, and meet suppliers and win prizes. You will have lots of choices on supply management topics that you would like to sit in on. The Southwest Forum will also hold its annual business meeting. If you are interested in working with the Forum, please contact Mary Walker at marwil.walk@verizon.net.

We are planning to put out a newsletter in March. Articles will relate to our supply management field. If you are interested in submitting an article, please send it to Mary Walker.

A new idea for our Forum is a web seminar. This will be a first for us, and we will send out information soon. We hope many of you will join us and help us make our first web seminar successful.

Our San Antonio conference was a great success. What made it successful was your attendance. We hope you will join us in New Orleans for learning and fun.

Continue to check our website for updated information:
www.ismswscf.org.

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

Steel Buyers Forum

Fall 2010 Meeting Report

The 2010 Fall ISM Steel Buyers Forum Meeting was held in conjunction with US Steel's massive Gary Works, in Gary, Indiana, on November 4-5, 2010. Highlighting the meeting, on Thursday afternoon at the Ameristar Casino Hotel, were very informative presentations by US Steel's Michael Meyers, general manager, flat rolled products; Joe Scherrbaum, vice president, sales; and Ed Denton, general manager, marketing. Friday morning, the entire group donned full protective gear and was escorted on a complete tour of US Steel's Gary Works by Sharon Owen, general manager. Without exception, the members indicated that this was one of the most memorable meetings and tours in recent years.



Special thanks to US Steel's Corrine Jones, Joy Capasso, Jeff Womac and John Clifford for making the meeting and tour possible, and to Gary E. Roberts, C.P.M., Pacesetter Steel Service, Inc., and programs chair for another outstanding meeting with a stellar slate of speakers.

Officers and Subcommittee Chairs

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, Arcleor Mittal Tubular Products

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

Communications — Francis Ruan, Olympic Steel, Inc.

Membership — Ben Van Slooten, ITW Drawform

Surveys — Tiffany Armas, Donaldson Company

Steel Buyers Forum website: www.ism.ws/sites/steel

Spring Meeting — 2011

Planning continues for the ISM Steel Buyers Spring Meeting, to be held during the 96th Annual ISM International Supply Management Conference and Educational Exhibit, May 15-18, 2011, in Orlando, Florida. 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 spring 2011 meeting in the near future.

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 dollar equivalent in specialty steels.
- Have experience in steel procurement.
- Have a good reputation in the steel community.
- Subscribe to and practice 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.

Pre-Conference Seminar

The SDG will conduct a pre-Conference seminar on Saturday, May 14, 2011, prior to the ISM 96th Annual International Supply Management Conference in Orlando, Florida. Seminar content has been updated to reflect the changing strategies in supply chain management and the globalization of sourcing. The session is titled "How to Develop and Manage a Supplier Diversity Program." The seminar is 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

Our Group is encouraging attendance at supplier diversity workshops during the Conference:

Session BC — Monday, May 16, 9:20 - 10:20 a.m.
How to Develop and Leverage Diverse Suppliers: Leading Best Practices/Mentoring

Session DG — Monday, May 16, 3:00 - 4:15 p.m.
Mentor/Protege Process Orientation

Session HG — Wednesday, May 18, 7:45 - 8:45 a.m.
Leveraging a Mentoring Program to Build Capacity for Your Diverse Suppliers

Session IC — Wednesday, May 18, 9:00 - 10:00 a.m.
Maximizing Opportunities and Minimizing Risk With Diverse Suppliers

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 diverse supplier business development. The presentation will be made at Monday's Conference luncheon in Orlando.

Annual Meeting

The annual meeting of the SDG is scheduled for Sunday evening, May 15, 2011, during the ISM Annual Conference. The agenda for the annual meeting is a review of this year's strategic plan, an update on the Program in a Box project, and the introduction of current board members. Details on time and location will be e-mailed.

Networking Reception

The hosted reception, which follows the annual meeting on Sunday, will provide the opportunity for Conference attendees to chat with Group members. You will also have an opportunity to meet the 2011 MacDonald Award recipient. You do not have to be a member of the Group to attend.

Program in a Box

A collection of program presentations about supplier diversity, complete with PowerPoint slides and speaker notes, has been developed by the Group. It consists of three modules, which are:

Part I — Supplier Diversity – A Sound Business Case

Part II — Delivering Better Business Results Through Supplier Diversity

Part III — Integration of Supplier Diversity Into the Supply Chain

We are eager to talk with ISM affiliates about suitcasing the training for their membership.

Group Membership

Membership in the Group is free for all ISM members. Information about joining our organization can be found at <http://ismsupplierdiversity.com/index.asp>.

Speakers Available

ISM affiliates and other Groups and Forums should keep in mind that SDG board members are available to speak on issues concerning supplier diversity strategies — in particular, diverse supplier business development. The board is made up of representatives from various industries, major corporations, educational institutions and the media.

Submitted by Ginger Conrad

Group Public Relations Chair

Utility Purchasing Management Group Forum

Recent feedback from those who participated in the Utility Purchasing Management Group Forum (UPMG) this past year has been wonderful. Meeting participants have benefitted from the educational and peer-to-peer exchanges at the annual meeting. They have noted that the value of developing relationships in times of rapid change has become one of the greatest assets to developing and maintaining an edge in your career.

UPMG's annual educational conference is a major event in the energy industry. Many energy-related conferences are focusing on a single aspect, such as renewable energy. The UPMG conference takes a balanced approach to content, knowing that both the emerging leader and the accomplished executive must stay current on a broad list of important industry developments.

This year's UPMG conference will celebrate the 80th time the Group has held a conference since it was founded in 1924. This special conference will be held September 18-20, 2011, in Louisville, Kentucky, at the Convention Center and the Hyatt Regency Hotel. This year's theme is "Hitting the Trifecta." The program will deliver sessions in three areas of critical importance to utility supply chain executives:

- 1) Strategic Solutions
- 2) Process Excellence
- 3) Talent Management

This year's conference is hosted by LGE-KU, the local electric utility. For information on the educational conference, table-top display session, benchmarking study or charity golf tournament, visit www.upmg.org.

Benchmarking Study

2011 represents the eighth year that UPMG has partnered with Applied Energy Group to conduct a comprehensive supply chain metrics benchmarking study for the electric and gas utility industry. This study includes generation and transmission/distribution. In this study, a critical amount of data is collected from each of the participating companies. Data are then analyzed and, during a post-conference session, are presented to the study participants and discussed. This year's benchmarking study opened 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.O'RourkeJr@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 UPMG are from the U.S., Canada, Mexico and the Caribbean. The UPMG's primary activities include an annual educational conference, benchmarking study and charity golf tournament.

Annual Charity Golf Tournament

More than 10 years ago, UPMG began a golf tournament just prior to the opening welcome reception of its annual conference. After a few years, that tournament became a charity event. Through 2010, the annual UPMG Charity Golf Tournament has raised US\$70,000 for various local charities in the cities where the conference was held. In 2011, UPMG's Charity Golf Tournament will benefit several charities in Louisville, Kentucky. To participate in this year's tournament, register at www.upmg.org.

Staying in Touch

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

Make Plans

A recent ROI study indicated that the average UPMG participant receives a return in excess of 700 percent on investment of registration and travel expenses. The 80th Annual UPMG Conference will be held in Louisville, Kentucky, September 18-20, 2011 – register today!

Submitted by Russ Steward, TVA
Forum Chair

Women in Leadership Group

Mission/Vision

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.

New Programs

In 2010, the WIL Group worked hard to refresh and refocus the Group. Through the continued dedication of our leadership team, we are excited to offer three new programs for 2011.

First, we are excited to publish our first quarterly newsletter, *Women Leading Supply*, which will focus on networking, career development resources and advice from successful women in the supply management field.

Second, we would like to announce a new web seminar program! We are organizing a number of web seminars featuring women leading supply management. These offer an excellent way for you to hear from senior leaders on topics of interest to women in leadership.

Finally, we will be actively launching the ISM Women in Leadership LinkedIn Group. This will give us another forum to network, share ideas and discuss common challenges facing professional women in procurement.

Membership

If you are interested in learning more or joining the WIL Group, please stop by our information session at the ISM Annual Conference in May. Additional information can be found on our website, www.ism.ws/sites/wlg, or feel free to contact Brynn Matkoski at bmatkoski@underarmour.com.

Submitted by Brynn Matkoski
Group Chair

A brief description for each of ISM's Groups and Forums is provided on page 15. You can become a member now by signing up using the enrollment form on page 16, or online at www.ism.ws — Members Only — Affiliates, Groups and Forums — Group/Forum Enrollment Form.

Upcoming Conferences

2011 Chemical Group Conference

March 3-4, 2011
Atlanta, Georgia

[Download Conference Brochure for More Information](#)

Register Now!

21st Annual North American Research Symposium

March 17-18, 2011
University of San Diego
San Diego, CA

Register Now!

96th Annual ISM International Supply Management Conference and Educational Exhibit

May 15-18, 2011
Gaylord Palms Resort &
Convention Center
Orlando, FL



Register Now!

[2011 Exhibitor and Sponsor Prospectus](#)

Join us at the [Gaylord Palms Resort and Convention Center](#). Discover three distinct Florida environments that offer fine/casual dining, unique shopping experiences and lush landscapes, and enjoy the resort amenities at no additional charge. The discounted Conference rate is available until April 11, 2011, so confirm your [reservation](#) today!

2011 New England Supply Chain Conference & Exhibition (NESCON)

October 3, 2011
Marlborough, MA

Affiliate Leadership Training Program

May 13-14, 2011
Orlando, FL
Register Now!
Gaylord Palms Resort &
Convention Center
W Osceola Parkway
Kissimmee, FL 34746
407/586-4000



www.gaylordhotels.com/gaylord-palms/

Why should you stay at the Gaylord Palms Resort & Convention Center?

Convenience — All conference events and surrounding meetings and events are scheduled at Gaylord Palms

Networking Opportunities — Meet your peers before, during and after conference activities

For the ISM discount rate of \$229, **inclusive of resort fee**, book your room before **April 11, 2011**. To book your room by phone, call the Reservation Center at 407/586-2000, or online at <http://ism.ws/2478>. Use **group code A-ISM11** when making reservations by phone.

Resort Fee includes:

- Wireless Internet access in guestrooms, atriums and poolside
- Daily newspaper
- Bottled water (2) replenished daily
- Use of Relâche Spa Fitness Center
- Transportation to/from Disney theme parks
- Local phone calls (up to 20 minutes)

80th Annual Conference of the Utility Purchasing Management Group

September 18-20, 2011
Louisville, KY

65th Annual Southwest Supply Management Conference

November 2-4, 2011
New Orleans, LA

Professional Credentials



ISM's New Supplier Diversity Designation

If you haven't already heard, ISM launched a new designation in January 2011. The [Certified Professional in Supplier Diversity™ \(CPSD™\)](#) is a designation for supply professionals who demonstrate knowledge, skills and expertise in supplier diversity.

The CPSD™ is also for business professionals with responsibility for strategic diversity initiatives. This professional designation demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping your organization and diverse suppliers succeed. This designation also delivers added value to business leaders and other team leaders who participate in the development of supplier initiatives within the organization.

What do you need to be a CPSD™?

The requirements are:

- Successfully pass the CPSD™ Exam.
- Successfully pass Exam 1 of the Certified Professional in Supply Management® (CPSM®). This requirement is waived if the candidate holds a current CPSM® or C.P.M.
- Minimum of five years of professional (nonclerical, nonsupport) supplier diversity or supply management experience (does not have to be the primary function), OR three years of professional (nonclerical, nonsupport) supplier diversity or supply management experience IF the candidate has a bachelor's degree from a regionally accredited institution or international equivalent.

CPSD™ candidates are tested on the following (see complete [CPSD™ Exam Specifications](#)):

CPSD™ Exam (120 questions — 2 hours allowed):

- Policies and Planning
- Sourcing/Supplier Development

- Finance/Budgeting
- Metrics/Oversight
- Training and Development
- Advocacy/Marketing/Outreach

CPSM® Exam 1 (165 questions — 2 hours, 45 minutes allowed):

- Contracting and Negotiations
- Cost and Finance
- International
- Social Responsibility
- Sourcing
- Supplier Relationship Management

(This requirement is waived if the candidate holds a current CPSM® or C.P.M.)

ISM offers testing in more than 230 locations through Pearson VUE Testing Centers. Visit www.pearsonvue.com/ism to find your nearest test center.

Exam fees: **US\$180 per exam ISM members**/US\$265 per exam nonmember

Register for CPSD™ Exams, order CPSD™ study materials or find out more in the Professional Credentials section of www.ism.ws. Select Certified Professional in Supplier Diversity™ (CPSD™), or call 800/888-6276 or +1 480/752-6276, option 8.

CPSD™ Study Materials

CPSD™ Online Review Course #3975

(10 CEHs) **ISM Members US\$49**/US\$89 nonmembers

This online review course is designed to help those with supplier diversity responsibilities prepare for the CPSD™ Exams with resource articles, case studies and supplemental content developed by subject-matter experts. Take the post-test, with justifications, to see if you are ready for the exam.

Note: This course is equivalent to the CPSD™ Exam Review Self-Study Workbook.

CPSD™ Exam Review Self-Study Workbook

(10 CEHs) Item #6010 **ISM Members US\$159**/US\$199 nonmembers

This self-study workbook provides an overview of the material covered on the CPSD™ Exam, using resource articles, case studies and supplemental content developed by subject-matter experts. There is a post-test with justifications to evaluate your increased knowledge.

Note: This workbook is equivalent to the CPSD™ Online Review Course.

CPSM® Exam 1 Study Guide — A Study Tool for the CPSD™ Designation

Item #SDX1 **ISM Members US\$29**/US\$49 nonmembers

(To help you with CPSM® Exam 1, you may use any of the CPSM® study materials for Exam 1 that fit your study needs.)

ISM would like to thank the following companies that helped underwrite the expenses associated with this project: BP p.l.c., Capital One, Dean Foods, Delphi, The Disney Corporation, Hilton Worldwide, Sempra Energy and Tyco International. We truly appreciate their support of the CPSD™.

First Certified Professional in Supplier Diversity™ (CPSD™)

With the completion of the CPSD™ pilot program, ISM is proud to announce the first individual to earn the Certified Professional in Supplier Diversity™ (CPSD™). Alex F. Alvarez, CPSM, CPSD, C.P.M., A.P.P., supplier diversity manager at CoreLogic, was among the more than 200 individuals who participated in pilot testing in November 2010. He took the pilot exam at ISM—Dallas, Inc.

Prior to his current role, Alvarez was president and CEO of the Southern Region Minority Supplier Development Council, Inc. in Birmingham, Alabama. He also spent three years as executive director at the Alabama Minority Business Opportunities Center (MBOC) in Birmingham. Alvarez began his career at General Motors, starting in GM Worldwide Purchasing and progressing to the role of global creativity team leader, where he oversaw close to US\$1 billion in spend globally.

For more information, visit ISM online at www.ism.ws. Select Professional Credentials, then [Certified Professional in Supplier Diversity™](#).

What's New With the Certified Professional in Supply Management® (CPSM®)?



The CPSM® program, for the multifaceted designation on integrated supply management, keeps expanding. It debuted in May 2008, with the first exams held at the ISM Annual Conference in St. Louis. Last year, two new study materials were added, and we have surpassed 2,800 CPSM®s from more than 30 countries. The CPSM® Bridge Exam Diagnostic Kit in print and also in a web-based version were added to assist qualified Certified Purchasing Managers (C.P.M.s) in their journey to bridge to the CPSM®.

How do you become a CPSM®? Confirm you have three years of full-time, professional supply management work experience

(nonclerical, nonsupport) and a bachelor's degree from a regionally accredited institution or international equivalent when you apply. You also need to successfully pass three CPSM® Exams, OR, if you are a C.P.M. in good standing with a bachelor's degree, pass the Bridge Exam.

What will I be tested on in the CPSM® Exams? Look at the following overview, but also make sure to look over the full [CPSM® Exam and CPSM® Bridge Exam Specifications](#).

Exam 1 — Foundation of Supply Management
165 questions, 2 hours and 45 minutes

Contracting and Negotiation | Social Responsibility | Cost and Finance | Sourcing | International Supplier Relationship Management

Exam 2 — Effective Supply Management Performance
165 questions, 2 hours and 45 minutes

Forecasting | Materials and Inventory Management | Logistics | Organization and Department Assessment | Product and Service | Development | Quality | Planning

Exam 3 — Leadership in Supply Management
180 questions, 3 hours

Leadership | Strategic Sourcing | Risk Compliance

Bridge Exam

180 questions, 3 hours

Areas not covered in the C.P.M. Exams

Only for current C.P.M.s with a bachelor's degree

ISM offers testing in more than 230 countries through Pearson VUE Testing Centers. Visit www.pearsonvue.com/ism to find your nearest test center.

Exam fees: **US\$180 per exam members**/US\$265 per exam nonmembers

Register for exams or find out more in the Professional Credentials section of www.ism.ws. Select Certified Professional in Supply Management® (CPSM®), or call 800/888-6276 or +1 480/752-6276, option 8.

How do you start studying for the CPSM® Exams? Our three most popular study materials are the [CPSM® Study Guide](#), the [CPSM® or CPSM® Bridge Exam Diagnostic Kit](#) (in your choice of web or print version) and the [ISM Professional Series](#). Start with the practice tests in the *Diagnostic Kit* to determine your knowledge gaps (weak areas are where you score less than 75 percent) against the tested content. The *Diagnostic Kit* also tells you where to find explanations of your particular weak areas within the [CPSM® Study Guide](#), the [ISM Professional Series](#) and a few other resources.

Most people do self-study with the previously mentioned study materials. However, if you find you learn better with more instruction, ISM offers [face-to-face exam review seminars](#), [online review courses](#) or [self-study workbook courses](#). All three are essentially the same content, just in a different format to meet your preferred learning style and schedule. Many ISM affiliates and colleges/universities offer CPSM® Exam reviews. You can download a [CPSM® Exam Review Course Directory](#) to find in-class instruction near you.

Don't forget, ISM is here to help you every step of the way. Call us at 800/888-6276 or +1 480/752-6276, option 8; find out more about the CPSM® at www.ism.ws in the Professional Credentials section; e-mail us at certification@ism.ws; or connect with us on LinkedIn in the CPSM® and ISM groups to network with other CPSM®s and potential CPSM®s.

Low-Cost Ways to Earn CEHs

Need to earn Continuing Education Hours (CEHs)? Short on funds to pay for training? Don't despair. ISM has several low-cost options to keep your CPSM®, C.P.M. or A.P.P. certification current. Some are even *free*.

- The ISM Knowledge Center has four **free** online courses:
 - [ISM Report On Business® \(ROB\) #3967](#)
 - [Price Analysis, Cost Analysis or Total Cost of Ownership: Determining the Best Approach #3921](#)
 - [Principles and Standards of Ethical Supply Management Conduct With Guidelines #3972](#)
 - [The ISM Guide to Sustainability and Social Responsibility #3974](#)

Register at www.ism-knowledgecenter.ws.

- ISM presents [free web seminars](#) throughout the year on trends that affect supply management. You can participate from anywhere in the world and earn one Continuing Education Hour (CEH) each time you attend the live program. Register in the Seminars section of the ISM website.
- Attend your ISM affiliate meetings. Most meetings are US\$50 or less and usually you receive at least one CEH each time you attend.
- Did you take or teach any business-related training through your employer?
- Did you take any personal career development courses such as "Effective Communication" or "Microsoft Excel"?
- Was your article published in a supply management-related magazine or journal?
- Did you attend or present at one of ISM's conferences or seminars? Did you attend or present at other industry-related conferences or seminars?

For details on CEH qualification, visit the Professional Credentials section of the ISM website or e-mail certification@ism.ws.

Are You a C.P.M., MCIPS or SCMP?

If you are, you have an advantage. Certified Purchasing Managers (C.P.M.s) in good standing with a qualified bachelor's degree only need to take the Bridge Exam, a single exam covering content not included in the C.P.M. Exams, instead of three CPSM® Exams.

If you hold a MCIPS or a SCMP™ certification, ISM now has agreements in place with The Chartered Institute of Purchasing & Supply (CIPS) and Purchasing Management Association of Canada (PMAC) allowing reciprocity of the other organization's credential. For more information, go to the [CPSM® and SCMP™ Reciprocity](#) or [CPSM® and MCIPS Reciprocity](#) pages, or e-mail Michelle Pattee at mpattee@ism.ws.

ISM Adds New Ethics and Sustainability/Social Responsibility Courses to the Knowledge Center

ISM continued its long-standing commitment to ethics and sustainability by updating the existing web-based course on ethics and introducing a new course on sustainability and social responsibility. Each course is available at no charge.

Principles and Standards of Ethical Supply Management Conduct With Guidelines (Course #3972) has been updated to incorporate changes made by the ISM Ethical Standards Committee to ISM's [Principles and Standards of Ethical Supply Management Conduct](#). This web-based course offers an exciting look into ethical decision-making, and provides a case study and recent research articles. The course is designed to give you a comprehensive understanding of the ethical principles and standards published by the Institute for the supply management profession.

The ISM Guide to Sustainability and Social Responsibility (Course #3974) describes each of the [ISM Principles of Sustainability and Social Responsibility](#) in detail. It also provides metrics and performance criteria, guiding questions for application decisions, case examples and several activities to help you apply the principles to your job and your organization.

Each of these courses allows students to test their knowledge against a Knowledge Check, and provides one Continuing Education Hour (CEH) upon successful completion (scoring 70 percent or higher on the Knowledge Check).

To access these courses, from the ISM [home page](#), click on Education — Seminars, Conferences, then select the link to the Knowledge Center, then Course Offerings, then select Social Responsibility.

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Endless Possibilities



Membership. Knowledge. Insights.

ISM Corporate Program

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All Under One Umbrella, for One Annual Fee

Enrolling your entire supply management organization with ISM has never been easier or more cost-effective! The ISM Corporate Program empowers supply management professionals to take an active role in their profession.

Benefits Include:

- Unlimited Direct Membership
- Insights Into the Business Environment
- Professional Development for Everyone

Enroll Today! Learn more at www.ism.ws or call Mary Lue Peck at 800/888-6276 or +1 480/752-6276 extension 3133.



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

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Meggitt Defense Systems
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Global Group

James E. Martin
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Healthcare Group

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Indirect-MRO Group

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Logistics and Transportation Group

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Materials Management Group

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Northeast Supply Management Group

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Risk Management Group

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drich@seminole-electric.com
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Services Group

Fred Ledbetter, C.P.M.
LifeNet Health
E-mail:
fred_ledbetter@lifenethealth.org
www.ismservicesgroup.org

Supplier Diversity Group

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

Supplier Management Group

Kevin Giblin
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suppliermanagement

Women in Leadership Group

Brynn Matkoski
Under Armour
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bmatkoski@underarmour.com
www.ism.ws/sites/wlg

Forums

Hospitality Supply Management Forum

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www.ism.ws/sites/
hospitalitysupplymgmt

New York/New Jersey Forum

Ann Marie Wayne, C.P.M.
Catholic Health System
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.
E-mail: marwil.walk@verizon.net
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

Russ Steward
Tennessee Valley Authority
E-mail: info@upmg.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 websites**.
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 16 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 Group

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.

Risk Management Group

Promotes increased understanding of the importance of risk management in supply chain management and provides information on approaches and techniques to help supply chain professionals improve their ability to manage risk.

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"/> Services |
| <input type="checkbox"/> Electronic Supply Management | <input type="checkbox"/> Logistics and Transportation | <input type="checkbox"/> Supplier Diversity |
| <input type="checkbox"/> Federal Acquisition and Subcontract Management | <input type="checkbox"/> Materials Management | <input type="checkbox"/> Supplier Management |
| <input type="checkbox"/> Global | <input type="checkbox"/> Northeast Supply Management | <input type="checkbox"/> Women in Leadership |
| <input type="checkbox"/> Healthcare | <input type="checkbox"/> Risk Management | |

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 _____

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