

# Spotlight



## On ISM Groups and Forums



### ASSOCIATION MANAGEMENT FORUM

#### ISM 2002 Conference

The Association Management Forum (AMF) will be sponsoring one workshop session at the ISM 87th Annual International Supply Management Conference and Educational Exhibit in San Francisco. Preston Leavitt, Ph.D., D.D.L., C.P.M., will present "I'm Their Leader — Which Way Did They Go?" on Wednesday, May 8, from 8:00 a.m. until 9:15 a.m. This session will focus on leadership and guidance. Through ideas and actions, leaders show the way to influence the behavior of others.

#### Upcoming News

We have recently developed a Web site for our Forum members. Please visit our Web site at [www.ism.ws/sites/associationmanagement](http://www.ism.ws/sites/associationmanagement). The Forum is also in the process of developing a newsletter for members. If you would be interested in working on any of the AMF committees, please contact Kathy Perna at 908/431-1100 or by e-mail at [kathy@napmnj.org](mailto:kathy@napmnj.org).

*Submitted by Kathleen Perna,  
Forum Chair*



### ELECTRONIC COMMERCE GROUP

The Electronic Commerce Group (ECG) continues to grow and develop new ideas. In addition to our Web site at [www.e-commerceonline.org](http://www.e-commerceonline.org), we are planning an informal meeting on Sunday, May 5, 2002, at the 87th Annual International Supply Management Conference and Educational Exhibit in San Francisco. We are also sponsoring two sessions at the Conference, and are encouraging anyone interested in electronic commerce to attend.

We are now in the planning stage for the new year. At this time, we are soliciting ideas from members as well as nonmembers regarding activities that would be useful. If you have an idea or project for the ECG to consider, please forward your suggestions to [brian@mmii.org](mailto:brian@mmii.org).

*Submitted by Brian G. Long, Ph.D., C.P.M.,  
Group Chair*



### ELECTRONICS GROUP

The Electronics Group brought you two outstanding workshops at the 2001 Annual International Purchasing Conference in Orlando, Florida. The first workshop was "Global Outsourcing as a Strategic Initiative" presented by Dawn Moore, global systems manufacturing

outsourcing manager for Intel. Moore presented a clear understanding of the key drivers for outsourcing, and the pros and cons of different outsourcing models. This workshop showed the many factors that come into play as you pursue an outsourcing initiative. These include choosing the right strategy, selecting the right supplier, and aligning with the appropriate operational and e-business support models. On a scale of one to five, five being the highest, this workshop received an evaluation rating greater than four.

The second workshop sponsored by the ISM Electronics Group was "E-Procurement Solutions, Part III — Getting What You Want in the Deal" presented by Russ Boyd, C.P.M., with Perot Systems. Boyd presented the key elements of e-procurement contracts and the steps of preparing, negotiating, and executing a successful agreement. Participants also learned about key terms and conditions that are necessary in these types of agreements. On a scale of one to five, five being the highest, "E-Procurement Solutions — Getting What You Want in the Deal" received an evaluation rating greater than four.

In July, we held our annual board meeting and we are happy to announce that three additional new board members were voted in: Jeff Cooper from ABB Control Products; Richard Weissman from Weissman Training & Development; and Larry Wiklund from Intel.

At our annual board meeting, we also reviewed our mission and objective statements for the future. The refreshed versions are as follows:

#### ISM Electronics Group Mission Statement:

Electronics Group has the responsibility to provide leadership and education in the sourcing segment of the supply chain in technology-based industries.

#### ISM Electronics Group Objectives:

- Provide educational opportunities for source management professionals.
- Educate the sourcing management profession in industry trends and developments.
- Benchmark best practices and cost in technology applications/deployment in the source management profession.
- Assist ISM affiliates in the development of local electronic groups and program/events.
- Provide a forum for networking and sharing professional experiences.
- Provide an understanding or resource for global source management.

The Electronics Group is happy to say that we have grown our membership over this last year from 454 to 511 members. All members will be sent the second edition

of the Electronics Group Directory, printed and distributed during the first quarter of 2002. Each directory will include a Directory Information Update form. This form may be used to give us your feedback on the directory or share any ideas that you may have for future workshops.

The Electronics Group is looking forward to 2002 being a successful and rewarding year, and we look forward to hearing from you and working with you.

*Submitted by Peggy Lewis,  
Group Chair*



### ENVIRONMENTAL PURCHASING ISSUES AND SERVICES GROUP

The Environmental Purchasing Issues and Services Group is planning on presenting a seminar during the second half of 2002. In order to have an economical seminar as well as a super program, we are working on a survey of our members. The input of our members is vital and important in order to revive the Environmental Group. If you would like to provide your input, please e-mail me at [jackenglert@aol.com](mailto:jackenglert@aol.com) with your response. You may also fax me at 904/722-1941. If you need to contact me, you may call me at 800/840-1189.

*Submitted by Jack Englert,  
Group Chair*



### FEDERAL ACQUISITION AND SUB- CONTRACT MANAGEMENT GROUP

At the 1994 NAPM Annual International Purchasing Conference in Atlanta, I was asked to chair the Federal Acquisition and Subcontract Management Group (FASMG). Since then a lot has happened, both personally and professionally.

FASMG plans on using its funds to continue sponsoring programs such as the February 2001 FASMG Seminar in the Dallas area, the November 2001 FASMG Seminar in Los Angeles, and participation at the 2002 Southwest Purchasing Conference scheduled for October 9-12 in Fort Worth, Texas. Our Web site, [www.fasmg.org](http://www.fasmg.org), was established in 1998 as a substitute for a newsletter and is currently being visited approximately 900 times a month. My goal has been to respond to all posted questions within 48 hours of the posting. For the past several years, FASMG has been an active participant in the NAPM Annual International Purchasing Conferences, sponsoring an average of four workshops each year. FASMG has also published a membership directory with an update scheduled prior to the ISM 87th Annual International Supply Management Conference and Educational Exhibit in San Francisco in May 2002.

Among the discussion items at the ISM Groups and Forums Support Council meeting in January 2002 were term limits for the officers of the individual Groups and Forums. Having already been the chair for eight years, I propose to call for nomination and election of a new slate of officers (see our Web site for the current slate). Nominations may be posted at the Web site or by mail to my address shown on the Web site not later than April 30, 2002. Nominees must be members of FASMG. An election will be held in September 2002 from the nominees. The new slate of officers will take office at the ISM 88th Annual International Supply Management Conference and Educational Exhibit in 2003 in Nashville, Tennessee.

It is my intention to step down in 2003 regardless of the outcome of the nomination process (therefore, please do not nominate me). Please be aware that another topic for discussion at the January 2002 ISM Groups and Forums Support Council meeting was to dissolve or solicit new leadership for inactive Groups and Forums. The Council is serious about these issues. If you are interested in helping FASMG continue to offer the benefits you have come to expect, please participate in the nomination and election process.

Hoping to meet you in San Francisco. Please let me hear from you before then at [Alan@Gaudette-net.com](mailto:Alan@Gaudette-net.com).

*Submitted by Alan Gaudette,  
Group Chair*



### MAINTENANCE, REPAIRS, & OPERATIONS GROUP

Planning is underway, and may be complete when you read this, for the Fifth Annual MRO Group Conference. It is scheduled for November 19-22, 2002, in Chicago. Our last conference started on September 11, 2001, in Nashville, Tennessee. I can't say enough about our attendees. In spite of the tragic events of the day, they wanted the conference to continue, and continue it did. Several of our speakers were forced to cancel, since they were unable to get to the conference. A few of our speakers volunteered to present again on another topic in order to fill in the gaps. Special thanks to Dr. Lee Buddress of Portland State for his assistance in making the Fourth Annual Conference one to remember — in spite of the surrounding events.

Planning continues and the Fifth Annual MRO Group Conference is scheduled for November. Keep informed by checking our ISM MRO Group Web site at [www.ism.ws/sites/mro](http://www.ism.ws/sites/mro).

We have operated for a number of years under a Steering Committee organizational mode. This has been a very successful formula for growth and establishing a base for continued growth. However, it is time for a more standardized organization to provide for maintenance of current programs and to go forward to a bigger and better future. To this end, the Steering Committee hopes to approve a set of rules of management, along with succession planning, etc., this year. This will provide for continued service to our membership.

*Submitted by Joel L. Thomas,  
Group Chair*



### MATERIALS MANAGEMENT GROUP

The Materials Management Group (MMG) continues to grow and work to bring value to our fellow members of ISM. We have established a new Web site at [www.ism.ws/sites/materialmanagement/index.htm](http://www.ism.ws/sites/materialmanagement/index.htm). Watch this site for the latest news on this year's Materials Management Conference, possibly at Rochester, New York. Our Web site now makes it easier to ask the current board members of MMG questions. Simply click on the board member's name and a blank e-mail, already addressed to him or her, will appear. Please contact us with any questions you may have.

Be sure to check out the 87th Annual International Supply Management Conference and Educational Exhibit.

Speakers will be addressing items of interest to all of our membership involved in, or wanting to be involved in, materials management or supply chain management. Thank you for your interest and support of one of the largest of the Groups at ISM, Materials Management Group.

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



## MINORITY AND WOMEN'S BUSINESS DEVELOPMENT GROUP

**Mission Statement:** The mission of the ISM Minority and Women's Business Development Group (MWBDG) is to motivate, educate, and provide guidance to ISM members on minority/women's initiatives.

**MWBDG Handbook:** The MWBDG Board of Directors met October 29, 2001, in Atlanta, prior to the National Minority Supplier Development Council conference. Plans are underway to update the MWBDG handbook, incorporating the new ISM name and logo.

**New Board Member:** Joan Kerr, executive director, supplier diversity, SBC Communications, was welcomed as a new member of the board of directors at the October meeting.

**Speakers Available:** ISM affiliates and other Groups and Forums should keep in mind that most MWBDG board members are available to speak on issues revolving around 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.

**Annual Conference Seminars:** The Education Committee has scheduled two sessions at the May 2002 ISM Annual Conference in San Francisco:

- **Supplier Engagement and E-Commerce Training:** Winning Combinations for Diverse Suppliers, Tuesday, May 7, 2:20 p.m. to 3:35 p.m., Code EK, Track 4
- **Supplier Diversity Initiatives:** The Business Case and Best Practices, Tuesday, May 7, 3:55 p.m. to 5:10 p.m., Code FE, Track 1

Submitted by **Ginger Conrad**,  
Group Public Relations Committee Chair



## PACIFIC & NORTHWEST FORUM

The Pacific & NorthWest Forum was established in 2001 to facilitate sharing educational opportunities, news, and information among Forum members and affiliates. The Forum Web site provides links to affiliate newsletters, Forum documents, and program information. Visit our Web site at [www.pnwforum.org](http://www.pnwforum.org).

Our first major task was posting a complete list of educational programs and seminars being offered by Forum affiliates in the Pacific-Northwest region. All members are encouraged to take advantage of the opportunities presented by attending programs when traveling in other areas. To access this list, visit our Web site at [www.pnwforum.org/events/program.htm](http://www.pnwforum.org/events/program.htm).

In July 2001, the Pacific & NorthWest Forum established the Sid Brown, C.P.M. Award of Excellence in honor of Sid Brown, C.P.M., an individual who has demonstrated continued excellence in support of the

purchasing and supply management profession. Information about this award is posted on our Web site at [www.pnwforum.org/award/award.htm](http://www.pnwforum.org/award/award.htm). Doug Johnson, C.P.M., was selected as the first recipient of the Sid Brown, C.P.M. Award in recognition of his outstanding contributions to the profession.

Presently, the Forum is conducting a logo design contest among Forum members.

To view the December 2001 Forum Newsletter online, visit our Web site at [www.pnwforum.org/news/01dec.htm](http://www.pnwforum.org/news/01dec.htm).

Submitted by **Mike Taylor, C.P.M.**,  
Group Chair



## RAIL INDUSTRY FORUM

The Rail Industry Forum holds two general membership meetings per year. The spring meeting is attached to the Annual Conference and will be held on May 5, 2002, at the San Francisco Hilton at the beginning of the 87th Annual International Supply Management Conference and Educational Exhibit. The fall meeting is held in connection with an industry event such as the Railway Supply Association meetings and exhibits or the annual Rail Industry Quality Conference.

These meetings cover the current status of the Forum including finances and upcoming events. Each subcommittee presents a report on their activities and requests for funding to cover future projects. These subcommittees include Information Systems, Packaging, Benchmarking, and Quality/Warranty. The Rail Industry Forum has been a leader in establishing industry and best practices for EDI transactions and establishing a low-cost alternative for suppliers to use EDI/e-commerce processes.

The Rail Industry Forum has also conducted benchmarking surveys approximately every two years to keep abreast of rail industry best practices within the railroad industry and across other industries.

The Rail Industry Forum seeks members from any railroad or railroad supplier who are involved in the materials management field. We have an endowment for educational grants at two universities and gave individual grants to three other universities in furtherance of the educational opportunities in the field of supply chain and materials management.

Please use the Group/Forum membership enrollment form or contact our Forum chair, Mike Legg, at [mlegg@up.com](mailto:mlegg@up.com).

Submitted by **Michael Legg**,  
Forum Chair



## SERVICES GROUP

### Mission of Services Group:

The Services Group was created to promote best practices and networking for purchasing and supply management professionals who either are in services industries or buy services. There are more than 300 professionals in the Services Group.

### Services Conference:

On December 6-7, 2001, ISM and the Services Group co-sponsored the second annual Services Conference, in Scottsdale, Arizona. The 2001 Services Conference

featured a wide array of speakers, whose topics included:

- Best Practices in Services Purchasing
- A Perspective on the Role and Scope of E-Sourcing and the State of the E-Sourcing Marketplace
- Effective Sourcing Strategies for Construction and Facilities Management Services
- Payment — The Missing Link in B2B E-Purchasing
- HR Solutions in a Contingency Workforce
- E-Procurement and Strategic Sourcing for the Services Industry
- Developing a World-Class Supply Management Organization
- Implementing E-Procurement on a Large Scale in a Dynamic Corporation

The third annual Services Conference has been scheduled for December 5-6, 2002, in Scottsdale, Arizona. For more details on the 2002 Services Conference, check with the Services Group's Web site at [www.napmservicesgroup.org](http://www.napmservicesgroup.org).

The Leadership Council of the Services Group is recommending several workshop sessions for its members to participate in at the 2002 Annual International Supply Management Conference and Educational Exhibit. The list of workshop sessions is available on our Web site at [www.napmservicesgroup.org](http://www.napmservicesgroup.org).

#### **New Services Group Members:**

Anyone wishing to join the Services Group can do so by contacting either John Marquardt ([jtmarquardt1@home.com](mailto:jtmarquardt1@home.com)) or Peter O'Reilly ([drpor@aol.com](mailto:drpor@aol.com)).

*Submitted by Peter O'Reilly, C.P.M., A.P.P.,  
Group Chair*



#### **STEEL BUYERS FORUM**

The Steel Buyers Forum (SBF) provides its members the opportunity to discuss and exchange information and knowledge on a cooperative basis, useful to buyers of steel. The SBF also serves as a resource to ISM for information regarding the steel industry.

ISM members interested in learning more about the SBF, membership requirements, how to join, or simply how to use its links to related steel sites are invited to browse our Web site, [www.napmsbf.org](http://www.napmsbf.org).

The Steel Buyers Forum affords its members an opportunity to network and obtain access to the latest industry information. One of the most useful products of the Steel Buyers Forum is its monthly economic survey, which is completed and compiled by its members and is available to ISM members on the Steel Buyers Forum Web site, [www.napmsbf.org](http://www.napmsbf.org). Members are also invited to access our industry links and make suggestions as to how the SBF can further assist the ISM steel buyers.

The SBF is planning a new activity for the Annual International Supply Management Conference this May. We will be hosting the Steel Room. The Steel Room is a place for steel people to meet, network, and discuss industry issues. We also expect to present a noted industry economic speaker to address the Steel Room on the outlook for steel. Please check our Web site for location and times for the Steel Room and more information on our presenter as we get closer to May.

*Submitted by Al Bandman,  
Forum Chair*



#### **UTILITY PURCHASING MANAGEMENT GROUP FORUM**

##### **Another View of September 11**

Since 1924, the major annual event of the Utility Purchasing Management Group (UPMG) has been our conference of utility and supplier executives. The 2001 conference theme was "2001 — A Purchasing Odyssey," where odyssey is defined as (1) a long journey or voyage usually marked by many changes of fortune and (2) an intellectual quest. This was a fitting theme describing both the past and future of our Group. The conference in Orlando, Florida, was scheduled to begin with a reception on Sunday night, September 9, and end the evening of September 11. Tuesday, September 11, was planned to be our most productive day with a full slate of outstanding speakers and an afternoon interactive session. We are all familiar with the tragic events of September 11, and each of us has a story of how we first learned of the horror and how it affected us personally. This is a story of how our conference of several hundred people reacted and some of the stories of which we became aware.

Shortly after the north tower of the World Trade Center was struck by the first plane, the conference program chairman was notified about the "accident" and plans were made to announce this event at the conclusion of the current ongoing presentation. Within what now seems like moments, the conference leaders were asked to exit to the foyer to view a TV that had been set up. With so many replays of the sickening images of the second plane hitting the south tower, it is hard to recall if this was seen live or after the event but regardless, one view was enough to convince anyone that the conference, into which so much work and effort was devoted, no longer mattered. The speaker on stage was interrupted in mid-sentence and people were asked to go to the foyer to see for themselves what was happening. Shortly thereafter, with the conference totally abandoned, the large screens on each side of the stage were utilized as giant televisions to project network news programs.

Attention focused on how to get home. Rental cars were suddenly prized possessions. In most cases, though contracts called for car return at the conclusion of the conference, possession was considered the law. A quick informal survey of who had cars and where they were headed resulted in long-distance car pools and some new and enduring friendships. For those who remained in Orlando waiting for air travel to resume, the Orlando Marriott World Center was very accommodating and even reduced the rate from the already discounted conference rate.

We found that our best means of communication was via the Internet. In fact, the governing body of UPMG met very briefly on the afternoon of 9/11, and agreed to hold the annual post-conference meeting electronically. Additionally, we posted conference presentations (both the ones given and the ones canceled) on our Web site at [www.upmg.com](http://www.upmg.com). We also used e-mail to track the travels of conference attendees, and reports indicated that all were able to safely return home within a week.

UPMG is now planning the 2002 conference, which will be held September 15-17, 2002, at the Aladdin Hotel in Las Vegas. All those in leadership roles of



utility supply chains (both buyers and sellers) should make plans to attend this conference. The latest details and registration information can be found on the Internet at [www.upmg.com](http://www.upmg.com). UPMG conferences seek to expand the strategic perspective of supply chain operations. We hope to build on that goal in Las Vegas and we hope to see you there.

Submitted by **John Gillman**,  
Forum Chair



## WOMEN IN LEADERSHIP GROUP

### Women in Leadership Group Prepares for Conference Event

The Women in Leadership Group (WLG) will be sponsoring two great topics at the upcoming ISM Annual International Supply Management Conference and Educational Exhibit: one during the regularly scheduled workshop sessions on Tuesday, and the other a special luncheon workshop for WLG members.

The first program is entitled "Success with Ease — How to Find Fulfillment in a Fast-Paced World." This program will show participants (both men and women!) how to have more ease and balance in their lives. This invigorating program shares with the participants skills and structures to easily achieve results while enjoying their pursuit. Everyone will leave knowing how to create more support, enjoy more vitality, and have more fun while increasing productivity. This should be a highly interactive workshop!

The second program is something we are really excited about! Based on the results from our Group membership survey, coaching and mentoring was listed

as one of the top concerns of women in the supply management/procurement field. Our Tuesday luncheon session will be a hands-on workshop where members can get real experience coaching and mentoring others. The speaker will review the "Eight Aspects of Management" and help each attendee determine their "center of power" and "challenge area." Through the use of partnering, you will have the opportunity to practice coaching others in areas of your strength, while receiving coaching from others in your area of weakness. The value taken away by participants will be an understanding of how to coach and the real benefits received from coaching. In addition, this will be a great opportunity to network with others!

The presenter for both sessions is Caterina Rando, an international speaker, business success coach, and writer. Rando is known for her interactive, high-energy, and high-content programs. She is the author of *Power Thinking* and is featured as a success expert in three leading business books: *Get Clients Now!*, *The 11 Commandments of Wildly Successful Women*, and the *NAFE Guide to Starting Your Own Business*. Check out the WLG Web site at [www.ism.ws/sites/wlg](http://www.ism.ws/sites/wlg) for articles written by Rando!

If you are interested in attending our luncheon session, please RSVP to Linda Lundquist at [lundquistlindak@johnndeere.com](mailto:lundquistlindak@johnndeere.com) or by phone at 309/765-4134. Hope to see you in San Francisco!

Submitted by **Bethany Heinrich, C.P.M.**,  
Group Chair

## GROUP AND FORUM CHAIRS

### Forums

#### Association Management Forum

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#### Petroleum Industries Buyers Forum

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#### Utility Purchasing Management Group Forum

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*continued on page 14*

## GROUP AND FORUM CHAIRS

continued from page 13

### Groups

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#### Women in Leadership Group

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

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

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

### To access the Discussion Forums:

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

Consider the benefits of belonging to one of ISM's Special Interest Groups or Forums. Complete the attached form and return it to ISM. You will be added to the membership roster of the Group or Forum indicated on your enrollment form.

## About ISM's Special Interest Groups and Forums

### GROUPS:

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

#### **Chemical Group**

Purchasers of chemicals, drugs, pharmaceuticals, and allied products companies.

#### **Eastern Purchasing and Supply Management Group**

Exists to educate, develop, and advance the purchasing and supply management profession in the following areas, including but not limited to Pennsylvania, Maryland, Delaware, Virginia, North Carolina, South Carolina, and the District of Columbia.

#### **Educational, Institutional, and Governmental Purchasers Group**

Purchasers for education and other types of institutions.

#### **Electronic Commerce Group**

Composed of members who have interest in all types of purchasing on the Internet.

#### **Electronics Group**

Procurement professionals for OEMs, suppliers, and distributors of high-tech products and services. This Group provides market- and commodity-based educational and networking opportunities.

#### **Environmental Purchasing Issues and Services Group**

Offers "cradle-to-grave" methodologies as well as opportunities to learn, develop, and exchange ideas on staying abreast of the ever-changing environmental issues.

#### **Federal Acquisition and Subcontract Management Group**

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

#### **Global Purchasing and Supply Management Resources Group**

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

#### **Internet Communication Group**

Represents those members of ISM having responsibility and/or interest in maintaining ISM Web sites or communicating on the Internet.

#### **Logistics and Transportation Group**

Composed of members throughout the United States who have responsibility for buying transportation or logistics services.

#### **Maintenance, Repairs, and Operations Group**

Purchasers and others involved in the procurement of indirect materials and MRO supplies versus the raw materials directly contained in the finished product.

#### **Materials Management Group**

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

#### **Medical Industry Group**

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

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

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

#### **Northeast Supply Management Group**

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

#### **Services Group**

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

#### **Southeastern Professional Procurement Group**

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

#### **Women in Leadership Group**

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

### FORUMS:

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

#### **Association Management Forum**

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

#### **New York/New Jersey Forum**

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

#### **Pacific & NorthWest Forum**

To provide the opportunity to educate, network, discuss, and exchange information and knowledge on a cooperative basis, for members of ISM having responsibilities for or an interest in supply chain management, sourcing, and purchasing (in the Pacific Rim or Northwest).

#### **Petroleum Industries Buyers Forum**

Purchasers for refining companies and petroleum product producers.

#### **Pharmaceutical Forum**

Composed of members having responsibility for purchasing within the research-based pharmaceutical and biotech industry.

#### **Rail Industry Forum**

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

#### **Southwest Supply Chain Forum**

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

#### **Steel Buyers Forum**

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

#### **Tri-State Purchasing Forum**

Represents those affiliate members of ISM in the area encompassing Ohio, Pennsylvania, and West Virginia and is committed to provide the highest level of educational development opportunities to every purchasing and supply management professional in this geographic area.

#### **Utility Purchasing Management Group**

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

# ISM National Group/Forum Enrollment Form

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

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

## GROUPS

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

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Chemical  | <input type="checkbox"/> Federal Acquisition and Subcontract Management    | <input type="checkbox"/> Medical Industry                          |
| <input type="checkbox"/> Eastern Purchasing and Supply Management                | <input type="checkbox"/> Global Purchasing and Supply Management Resources | <input type="checkbox"/> Minority and Women's Business Development |
| <input type="checkbox"/> Educational, Institutional, and Governmental Purchasers | <input type="checkbox"/> Internet Communication                            | <input type="checkbox"/> Northeast Supply Management               |
| <input type="checkbox"/> Electronic Commerce                                     | <input type="checkbox"/> Logistics and Transportation                      | <input type="checkbox"/> Services                                  |
| <input type="checkbox"/> Electronics   | <input type="checkbox"/> Maintenance, Repairs, and Operations              | <input type="checkbox"/> Southeastern Professional Procurement     |
| <input type="checkbox"/> Environmental Purchasing Issues and Services            | <input type="checkbox"/> Materials Management                              | <input type="checkbox"/> Women in Leadership                       |

## FORUMS

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

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

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

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

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

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

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

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

\_\_\_\_\_

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

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

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

**ONLINE ENROLLMENTS:** Visit [www.ism.ws](http://www.ism.ws); move cursor to **Members Only**; on foldout menu, select **Affiliates, Groups & Forums** — you'll need your ISM ID number — click on **Group/Forum Enrollment Form**.

**MAIL OR FAX TO:** ISM Affiliate Support, P.O. Box 22160, Tempe, AZ 85285-2160

**FAX:** 480/752-7890