



**institute for
supply management**

ISM Membership Demographics

December 2003

Revised June 2004

Periodically, ISM conducts a survey in order to determine the demographic makeup of the association membership. This demographic information is gathered from the results of the ISM 2003 Membership Needs Survey. The full results of the ISM 2003 Membership Needs Survey, which also covers a multitude of program, product, and service information, can be found in the Results of the 2003 ISM Membership Needs Survey (ISM form #343). Member demographic information is reported here.

Survey Methodology

A random list of 8,000 ISM members with active e-mail addresses was generated on December 9, 2003, based on a statistically valid sample size. This member sample was sent an invitation to complete the online survey along with a hyperlink to the survey. The deadline for receipt of all completed surveys was December 31, 2003. Of the 8,000 e-mails that were sent out, approximately 1,345 were returned to ISM as undeliverable. This resulted in an actual sample size of 6,655. The resulting data was analyzed using data analysis software. General information regarding population and sample size are provided at right.

| | |
|---|--------|
| Total Population (Total ISM membership at the time of survey) | 43,168 |
| Sample size | 6,655 |
| Sample size as a percent of the total population | 15.4% |
| Completed responses received | 915 |
| Sample response rate | 13.7% |
| Responses, as a percent of the total membership | 2.1% |

Overall Demographic Data

Demographic data from the 2003 survey is reported in tabular format along with comparable data from the 2000 survey where applicable.

| Gender | 2003% | 2000% |
|---------------|--------------|--------------|
| Female | 43.1 | 38.4 |
| Male | 56.9 | 61.6 |
| Age | 2003% | 2000% |
| 25 or younger | 1.7 | 1.3 |
| 26-35 | 15.1 | 13.8 |
| 36-45 | 31.4 | 33.2 |
| 46-55 | 38.8 | 38.2 |
| 56 or better | 13.0 | 13.6 |

| Ethnic Origin | 2003% | 2000% |
|----------------------|--------------|--------------|
| African American | 4.2 | 2.9 |
| American Indian | 0.4 | 1.8 |
| Asian* | 1.4 | - |
| Caucasian | 71.5 | 89.0 |
| Hispanic | 2.6 | 2.6 |
| Pacific Islander* | 0.4 | - |
| Other | 2.7 | 0.8 |
| No response | 16.7 | 1.5 |

* In the 2000 survey, Asian or Pacific Islander was reported as a single category with 1.3%.
"No response" is reported here to be consistent with past reports and allow for trend analysis.

| Education (Highest Level Attained) | 2003% | 2000% |
|---|--------------|--------------|
| High school graduate | 3.1 | 5.4 |
| Some college | 23.5 | 28.0 |
| Bachelor's degree | 37.4 | 38.0 |
| Some graduate school | 12.7 | 10.3 |
| Graduate degree | 23.2 | 16.1 |

The overall percentage of members with some type of college degree has increased from 66.6% in 2000 to 73.3%.

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| College Major | 2003% | 2000% |
|--|-------|-------|
| Business, other than supply management | 58.3 | 57.7 |
| Engineering/Technology | 9.8 | 9.8 |
| Liberal arts | 13.0 | 14.3 |
| Supply management or supply chain management | 5.5 | 5.0 |
| Other | 13.4 | 13.3 |

Professional Data

Level of Current Position

| | |
|------------------------------|-------|
| Professional/Non-supervisory | 41.9% |
| Supervisory | 10.1% |
| Manager | 32.8% |
| Director | 5.8% |
| VP/Executive | 2.5% |
| Other | 7.0% |

Areas of Supply Management Involved In

| | |
|---------------------------------|-------|
| Purchasing | 96.2% |
| Inventory control | 48.8% |
| Customer service | 36.0% |
| Order fulfillment | 33.4% |
| Receiving | 31.0% |
| Materials handling | 29.0% |
| Master planning | 28.4% |
| Warehouse and stores management | 28.4% |
| Inbound traffic | 25.7% |
| Quality assurance | 24.4% |
| Production | 20.1% |
| Outbound traffic | 16.9% |
| Investment recovery | 14.8% |

Years Worked in the Purchasing and Supply Management Profession

| | 2003% | 2000% |
|-------------------|-------|-------|
| Less than 3 years | 6.8 | 6.4 |
| 3-8 years | 21.3 | 20.8 |
| 9-15 years | 29.6 | 28.0 |
| 16-24 years | 26.6 | 28.3 |
| 25 or more years | 15.7 | 16.5 |

| Annual Compensation | 2003% | 2000% |
|---------------------|-------|-------|
| Less than \$30,000 | 2.3 | 4.4 |
| \$30,001-\$55,000 | 35.2 | 44.1 |
| \$55,001-\$85,000 | 41.8 | 36.8 |
| \$85,001-\$100,000 | 11.1 | 7.5 |
| Over \$100,000 | 9.5 | 7.1 |

Dollar Amount of Annual Purchasing Buy

| | 2003% | 2000% |
|--------------------------------|-------|-------|
| Under \$500,000 | 7.2 | 6.3 |
| \$500,001-\$10.9 million | 40.1 | 40.9 |
| \$11 million to \$39.9 million | 27.6 | 29.5 |
| \$40 million to \$100 million | 15.1 | 13.1 |
| Over \$100 million | 10.0 | 10.3 |

Employing Sector

| | 2003% | 2000% |
|------------------------------------|-------|-------|
| Agriculture/Forestry | 0.8 | 0.9 |
| Construction | 1.4 | 1.7 |
| Education | 4.3 | 4.5 |
| Finance, insurance, real estate | 4.7 | 3.3 |
| Government (federal, state, local) | 7.6 | 5.8 |
| Healthcare | 5.5 | 4.1 |
| Manufacturing | 42.4 | 50.4 |
| Mining | 2.4 | 1.2 |
| Services | 6.9 | 4.6 |
| Transportation | 2.6 | 2.4 |
| Utilities/Communication | 10.2 | 6.7 |
| Wholesale/Retail | 3.9 | 4.0 |
| Other | 7.2 | 10.4 |

Number of Individuals Employed at Work Location

| | 2003% | 2000% |
|----------|-------|-------|
| 1-50 | 10.4 | 9.2 |
| 51-100 | 9.7 | 8.9 |
| 101-150 | 6.4 | 8.7 |
| 151-200 | 6.7 | 6.5 |
| Over 200 | 66.8 | 66.8 |

Employer is a Division of a Larger Organization

| | 2003% | 2000% |
|-----|-------|-------|
| Yes | 50.7 | 58.2 |
| No | 49.3 | 41.8 |

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If Employer is a Division of a Larger Organization, Approximate Number of Employees for the Total Organization

| | 2003% | 2000% |
|---------------|-------|-------|
| Less than 300 | 1.3 | 3.8 |
| 301-500 | 2.8 | 3.7 |
| 501-700 | 3.3 | 4.3 |
| 701-900 | 3.3 | 3.7 |
| More than 900 | 89.2 | 84.5 |

Number of Employees in the Purchasing and Supply Management Department

| | 2003% | 2000% |
|--------------|-------|-------|
| None | 1.3 | 1.0 |
| 1-4 | 26.0 | 30.5 |
| 5-10 | 22.8 | 24.3 |
| 11-20 | 12.3 | 13.5 |
| More than 20 | 37.6 | 30.6 |

Time of Year When Member's Organization Prepares Training Budget

| | |
|------------------|-------|
| January-March | 17.1% |
| April-June | 11.8% |
| July-September | 23.3% |
| October-December | 47.8% |

Association Information

How Long Have You Been a Member of ISM?

| | 2003% | 2000% |
|-------------------|-------|-------|
| Less than 3 years | 34.8 | 32.5 |
| 3-8 years | 35.1 | 33.5 |
| 9-15 years | 18.8 | 20.0 |
| 16-24 years | 7.6 | 10.7 |
| 25 years or more | 3.7 | 3.4 |

Does Your Employer Pay Your Dues?

| | 2003% | 2000% |
|---------|-------|-------|
| Yes | 80.2 | 91.0 |
| No | 16.8 | 9.0 |
| Partial | 3.0 | - |

Certification/Accreditation Information

Status With Regard to C.P.M. Certification:

| | |
|--|-------|
| I am a C.P.M. and plan to recertify | 27.6% |
| I am a C.P.M. and do not plan to recertify | 0.6% |
| I hold Lifetime status | 13.2% |
| I plan to become a C.P.M. in the future | 45.3% |
| I do not plan to become a C.P.M. | 13.3% |

In all, 41.4% of respondents indicated that they were C.P.M. certified with 1.4% of these indicating that they did not plan to recertify. In 2000, 40.4% of respondents indicated that they were C.P.M. certified with 2.2% of these indicating that they did not plan to recertify.

Status With Regard to A.P.P. Accreditation:

| | |
|--|-------|
| I am an A.P.P. and plan to reaccredit | 8.5% |
| I am an A.P.P. and do not plan to reaccredit | 2.8% |
| I hold Lifetime status | 3.7% |
| I plan to become an A.P.P. in the future | 24.8% |
| I do not plan to become an A.P.P. | 60.2% |

In all, 15.0% of respondents indicated that they were A.P.P. accredited with 18.4% of these indicating that they did not plan to reaccredit. In 2000, 17.7% of respondents indicated that they were A.P.P. accredited with 18.6% of these indicating that they did not plan to reaccredit.

Other Information

Cross tabulations of select data was conducted to show the effect of education, achievement of the C.P.M. and A.P.P. designation, and gender on annual compensation. Education levels and C.P.M./A.P.P. status by gender is also reported.

Annual Compensation by Highest Level of Education Attained

| | Overall Percent | High School Graduate Percent | Some College Percent | Bachelor's Degree Percent | Some Graduate School Percent | Graduate Degree Percent |
|--------------------|-----------------|------------------------------|----------------------|---------------------------|------------------------------|-------------------------|
| Under \$30,000 | 2.3 | 8.7 | 4.6 | 1.5 | 0.0 | 1.3 |
| \$30,001-\$55,000 | 35.2 | 69.6 | 52.0 | 34.8 | 25.0 | 18.1 |
| \$55,001-\$85,000 | 41.8 | 21.7 | 35.3 | 43.3 | 55.2 | 42.5 |
| \$85,001-\$100,000 | 11.1 | 0.0 | 5.8 | 12.6 | 7.3 | 18.1 |
| Over \$100,000 | 9.5 | 0.0 | 2.3 | 7.8 | 12.5 | 20.0 |

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Annual Compensation by C.P.M. Status

| | Current C.P.M. % | Non-C.P.M. % |
|--------------------|------------------|--------------|
| Under \$30,000 | 0.0 | 4.1 |
| \$30,001-\$55,000 | 27.1 | 41.5 |
| \$55,001-\$85,000 | 46.5 | 38.3 |
| \$85,001-\$100,000 | 15.2 | 8.3 |
| Over \$100,000 | 11.3 | 7.8 |

Annual Compensation by A.P.P. Status

| | Current A.P.P. % | Non-A.P.P. % |
|--------------------|------------------|--------------|
| Under \$30,000 | 1.0 | 2.6 |
| \$30,001-\$55,000 | 47.1 | 34.3 |
| \$55,001-\$85,000 | 38.2 | 42.2 |
| \$85,001-\$100,000 | 5.9 | 11.6 |
| Over \$100,000 | 7.8 | 9.3 |

Annual Compensation by Gender

| | Female % | Male % |
|--------------------|----------|--------|
| Under \$30,000 | 3.9 | 1.0 |
| \$30,001-\$55,000 | 48.7 | 25.4 |
| \$55,001-\$85,000 | 37.7 | 45.2 |
| \$85,001-\$100,000 | 6.1 | 14.9 |
| Over \$100,000 | 3.5 | 13.4 |

Highest Level of Education Attained by Gender

| | Female % | Male % |
|----------------------|----------|--------|
| High School Graduate | 4.9 | 1.6 |
| Some College | 31.2 | 18.0 |
| Bachelor's Degree | 32.4 | 41.2 |
| Some Graduate School | 12.5 | 12.7 |
| Graduate Degree | 19.0 | 26.5 |

C.P.M. Status by Gender

| | Female % | Male % |
|----------------|----------|--------|
| Current C.P.M. | 40.9 | 46.0 |
| Non-C.P.M. | 59.1 | 54.0 |

A.P.P. Status by Gender

| | Female % | Male % |
|----------------|----------|--------|
| Current A.P.P. | 15.7 | 15.4 |
| Non-A.P.P. | 84.3 | 84.6 |