

**Monday,
August 18, 2008**

7th Annual Charity Golf Outing
Rolling Hills Country Club
www.rollinghillssccw.com

10:00 a.m.	Registration
11:00 a.m.	Lunch
12:30 p.m.	Shotgun Start
5:30 p.m.	Reception & Cocktails (Cash Bar)
6:30 p.m.	Evening banquet, raffle and Silent Auction

Golfing:

The format is a four-person scramble.

Cost:

Cost is \$125/person which covers the cost of golf, cart, prizes and the banquet. Golfing not your game? Not to worry, you can still sign up and join for the banquet only.

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**Monday,
August 18, 2008**
Rolling Hills Country Club
6996 Pennsylvania Avenue
Oconomowoc, WI 53066
262.567.7833

This year's event is shaping up to be a great day! **Steve 'The Homer' True** will be broadcasting his show LIVE out at Rolling Hills Country Club for us from 2-6pm. Steve will also be joining us afterwards handling our auction. So, even if you're not a golfer, sign up and come on out for the dinner. **Katrina Cravy** from Fox 6 News will be golfing and presenting at the dinner. She's a great ambassador for MS—come on out and hear what she has to say!

The second bit of goods news...Registration is open...get those teams signed up before it's sold out!

Finally, please help spread the word...we need sponsors, raffle items, golf balls, and silent auction items. The more we can concentrate our efforts here, the more successful the event. Thank You! We are most excited about this event and especially helping those that suffer from the affects of MS.

This is an event you don't want to miss!

Your generosity will benefit:

JOIN THE MOVEMENT



National
Multiple Sclerosis
Society
Wisconsin
Chapter

www.wisMS.org

**To reserve your spot, visit www.ismmilwaukee.org.
Get your teams together now!**

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Michael Grimm, C.P.I.M.
RES Mfg. Co.
mgrimm@resmfg.com

IMMEDIATE PAST PRESIDENT

Mary Sieger, C.P.M., *Sequist Closures*
mary.sieger@sequistclosures.com

SECRETARY – TREASURER

Jim Truog, C.P.M., *Wacker Corp.*
james.truog@am.wackergroup.com

VICE PRESIDENT – MEMBERSHIP

Art Noe, *Quad/Graphics*
Art.noe@qq.com

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rbarwick@ci.west-allis.wi.us

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dmankiewicz@wi.rr.com

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dwsmead@westernind.com

DIRECTOR – PRO ED

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dchojnacki@stroh.com

**DIRECTOR – SERVICES INDUSTRIES
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stan.gruna@continuumfootspas.com

**VICE PRESIDENT – ADMINISTRATIVE
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Leon Johnson, C.P.M., CPPO
Miller Brewing Company
johnson.leon@mbco.com

STAFF

Chris Ruditys, Account Executive
ruditys@wamllc.net

Douglas Stangohr, Chief Financial Officer
doug@wamllc.net

Heather Westgor, Director of Communications
heather@wamllc.net

Amanda Hodorski, Asst. Account Executive
ahodorski@wamllc.net

Mission Statement:

The Institute for Supply Management-Milwaukee is dedicated to the professional development, education and certification of our membership, and the advancement of our profession.

*Letter from the Board***Putt for a Purpose**

ISM-Milwaukee is having their annual golf outing on Monday, August 18, 2008 at Rolling Hills Country Club. Last Year was such a tremendous success in that ISM-Milwaukee gave generously to the ISM-M Scholarship Fund and to the Children's Hospital- Crohn's and Colitis Foundation. This year our organization is planning to charitably contribute funds from the golf outing to the National Multiple Sclerosis Society-Wisconsin Chapter and once again to the ISM-M Scholarship fund.

Multiple sclerosis (or MS) is a chronic, often disabling disease that attacks the central nervous system (CNS), which is made up of the brain, spinal cord, and optic nerves. Symptoms may be mild, such as numbness in the limbs, or severe, such as paralysis or loss of vision. The progress, severity, and specific symptoms of MS are unpredictable and vary from one person to another. Today, new treatments and advances in research are giving new hope to people affected by the disease.

You still have time to register for the event, donate raffle items, or help sponsor a hole. **We encourage anyone who is a golfer to play in this event.** If you are a business then we encourage you to be a sponsor. Please help ISM-Milwaukee support our community in which we all live, work, and play.

For more information contact Chris Ruditys at (414)-462-8645 or visit our website at www.ismmilwaukee.org.

**ISM-Milwaukee
BuyLines**

11801 W. Silver Spring Drive, Suite 200
Milwaukee, WI 53225

Publisher: Heather Westgor
Editor: Robert Barwick, A.P.P., CPPB

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Milwaukee *BuyLines* is the official publication of ISM-Milwaukee and is published monthly of the Communications Committee.

If you wish to submit an article for publication, you may do so by contacting publications@napmmilwaukee.com. We reserve the right to edit and publish articles at our discretion.

The deadline to submit articles for the next issue is the 21st day of the month.

TUESDAY, SEPTEMBER 9, 2008 KEYNOTE DINNER SPEAKER:

Adam C. Briggs of Godfrey & Kahn S.C.

TOPIC: China After the Olympics: New Legal Challenges for U.S. Businesses

Adam Briggs is a member of the Corporate Practice Group in the Madison office. Adam advises clients on a range of domestic and international regulatory and business matters, including trade regulations, import and export regulations, government contracts, supply agreements, purchase agreements, and technical assistance agreements. As part of his administrative and regulatory work, he works on political law matters including campaign finance, ethics, elections and lobbying regulation.



Adam received his law degree from Georgetown, where he was a Global Law Scholar, Senior Writing Fellow, Editor for the Georgetown International Environmental Law Review, and a law clerk to U.S. Senate Judiciary Committee Chairman Patrick J. Leahy.

Before attending law school, Adam worked for the U.S. Department of Defense in Washington, D.C., and earned his undergraduate degree from UW-Madison, with majors in Political Science, History, and East Asian Studies. Adam also attended Beijing Normal University in China.

6:30 pm Dinner Menu: Garden Salad with Assorted Dressings, Citrus Nut Chicken – Grilled Chicken Breast Topped with an Orange Macadamia Butter, Wild Rice Blend, Green Beans, Warm Rolls and Butter, Coffee, Iced Tea or Milk, Carrot Cream Cake

5:45 pm Pre-Dinner Meetings:

ISM-Milwaukee Annual Board of Directors Meeting

Affiliate Orientation

Life/ Distinguished Life Member Reception

ISM'S PROFESSIONAL DEVELOPMENT SERVICES

ISM Professional Development programs strengthen your organization by building and aligning the talent and resources needed to increase efficiency across the entire supply chain. From off-the-shelf courses to fully tailored programs that include blended content and delivery options, ISM is dedicated to preparing your team's contribution toward your organization's dynamic future.

ISM's programs also represent a green, sustainable solution to your organization's professional development. By eliminating transportation costs and holding training on your own schedule and location, you reduce your organization's carbon imprint.

For details, go to <http://www.ism.ws/education/content.cfm?itemnumber=6039> or contact:

Rene A. Yates, CPSM, C.P.M.

Manager, Professional Development Services
800/888-6276, extension 3080

Toni J. Caserta

Manager, Professional Development Services
800/888-6276, extension 3095



Educational Opportunities - C.P.M. Classes

Location: All C.P.M. Review Classes are held at the ISM-Milwaukee educational facility at Wisconsin Association Management.

Hotel accommodations are conveniently located across the street from the ISM-Milwaukee facility. Ask for the special rate of \$65 per night by calling the AmeriSuites Hotel at (414) 462-3500.

Day classes with Dr. Russell Morey, C.P.M. are held from 8:00am - 4:30pm. Each session counts toward 7 continuing education hours that can be applied toward earning your C.P.M. Certification or Re-Certification.

Night classes with David Chojnacki are held from 6:00pm - 8:30pm on Day 1 of each module and from 6:00pm - 9:00pm on Day 2 of each module. Each session counts toward 3.5 continuing education hours that can be applied toward earning your C.P.M. Certification or Re-Certification.

Pricing:

1-2 Modules

Member Rate: \$125.00/per module

Non-Member Rate: \$175.00/per module

3-4 Modules

Member Rate: \$112.00/per module

Non-Member Rate: \$157.00/per module

7th Edition Study Guide

Member Rate: \$35.00/per module

Non-Member Rate: \$50.00/per module

Study Guide - Shipping & Handling

Member Rate: \$6.00/per module

Non-Member Rate: \$6.00/per module

The office is now selling **C.P.M. Review Study Guides** (7th Edition) for \$35 + shipping. Even if you aren't going for your certification today, it is never too early to start studying ahead! Call the office at (414) 462-8645 to order your book today.



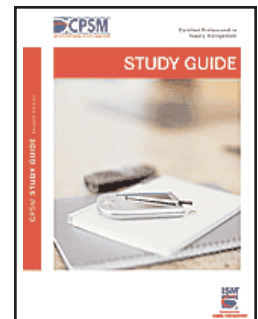
Register on-line at www.ismmilwaukee.org

Date	Class Information
September 8, 2008	Module 1, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 10, 2008	Module 1, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 15, 2008	Module 2, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 17, 2008	Module 2, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 22, 2008	Module 3, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 24, 2008	Module 3, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 29, 2008	Module 4, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 1, 2008	Module 4, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 6, 2008	Module 1, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 8, 2008	Module 1, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 13, 2008	Module 2, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 15, 2008	Module 2, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 20, 2008	Module 3, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 22, 2008	Module 3, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 27, 2008	Module 4, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 28, 2008	Module 4, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.

CPSM Study Guide

The CPSM *Study Guide* is one of the most critical materials to use during your CPSM Exam preparation. It provides information on test specifications, examples of the testing format and question styles. With the use of additional reference materials to round out your knowledge, the CPSM *Study Guide* is an essential part of your study program.

The CPSM *Study Guide* is available for purchase at the ISM-Milwaukee Office — \$65 for members and \$95 for non-members. Old books (non-spiral) are also available at \$50 for members and non-members.



New Members, Welcome!

William Audette
Dir Parts & Svc Logistics
Case New Holland

Shelly R Brown
Mgr
Johnson Controls

Douglas Bulgrin
Dir Supply Chain Mgmt
IntraVascular Inc

Ben Elliott
Sr Buyer
Kohler Co

Michelle Hake
Dir of Client Svc
Resources Global Professionals

Trish L Herzfeld, C.P.M.
Corporate Senior Buyer
Miller Brewing Co

Brian W Hietpas, C.P.M.
Product Category Mgr
ABB

Eric Hucke
Dev Purch Analyst
Harley Davidson

Lindsay Konieczka
Associate Buyer/Planner

Janie Kuebler
A&A Mfg

Bill Kuglitsch
Commodity Manager

Ryun Kuhn
Assoc Buyer
Industrial Electric Wire & Cable

Jessie Leonard
Diversity Mgr
Harley Davidson Motor Co

Dan Major
Supply Chain Analyst

Queen E Taylor Montgomery
Supplier Diversity Coord
Manpower Professional

Lawrence Patrizzi

Ravikulan Ramanujam
VP Proc & Supply
Ganton Tech Inc

Patrick D Romero, C.P.M.
Sup Subcontract
P&H Mining Equip

Salena Russell
Kohler Co

Robert Seidel
VP Planning Logistics and Distribution
Mercury Marine

Jayant Sharma

Jaimee Small
Student
Cardinal Stritch Univ

Tony W Smith, C.P.M.
Buyer
Curt G Joa Inc

Mary Solbralske
Process Mgr
Harley Davidson Motor Co

Randy Tietz
Mgr Dir
Resources Global Professionals

Elischa Watts
Electrical Proc Spec Buyer
Wisconsin Oven Corp



BUSINESS SURVEY REPORT

July 08

The Seasonally Adjusted Milwaukee Index rose five to 44 in July. This is still not growing. New Orders Received increased six points to 44. Production dropped five points to a very low 34. Backlog is up seven points to 48. Supplier Lead Times increased two to a still too low 38.

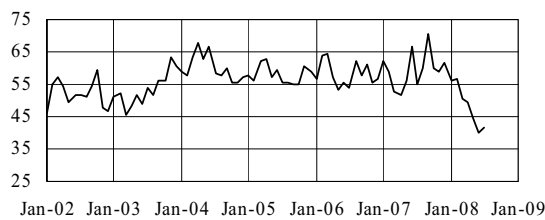
Blue Collar Employment is down one

point to a barely growing 52. White Collar is at 52 also. It dropped six points this month. Inventory Levels declined eleven points to 48. Capital Equipment is still very healthy. It is at 66, down

two points. The Level of Purchasing Activities dropped eight points to a still healthy 58. Prices went down two points to a still high 74. Seven increased, four did not change, and eleven declined.

Twenty of the twenty-one measured are still above 50. Office Products increased eleven points this month. This

Milwaukee Index



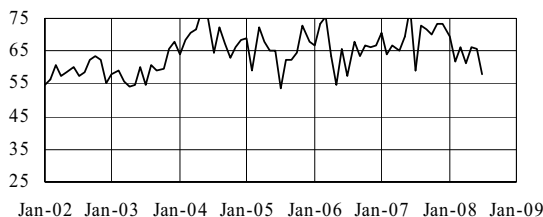
Date	Index
July-2008	42
June-2008	40
May-2008	44
April-2008	50
July-2007	55
July-2006	54
July-2005	56

was followed Printing Paper up six. Ferrous declined eleven points and Electric Motors are down ten. Fuel declined nine points followed by copper at seven.

Commodity Price Index

Aluminum 68	Electronic Components 62	Plastics 86	Commentary: Down two to 74, Still too high. 20 of 21 above 50.
Casting 75	Forgings 65	Plating 64	
Chemicals 89	Fuel 91	Precious Metals 81	
Computer Hardware/Software 50	Hydraulic Componentes 75	Printing Paper 65	
Copper, Brass, Bronze 79	Office Supplies 58	Rubber Products 71	
Corrugated/Packaging 67	Petroleum Products 98	Stampings 77	
Electric Motors/Transformers 69	Piping & Tubing 82	Ferrous (Steel, Stainless) 89	

Level of Purchasing Activities



Commentary: An eight point drop to 58. Still busy.

Date	Increase %	Same %	Decrease %	Index
July-2008	42	32	26	58
June-2008	47	38	16	66
May-2008	53	26	21	66
April-2008	45	33	23	61
July-2007	33	52	15	59
July-2006	36	44	21	58
July-2005	23	63	15	54



Upcoming Satellite Seminars

A series of seminars, presented by ISM and ISM-Milwaukee, and hosted by Quad Graphics in Sussex, have made the following satellite seminars available to ISM-Milwaukee members. Each seminar is designed for all levels of supply management professionals. The registration fee is \$75.00 each, or \$50.00 each if you are an ISM member. The seminars start at 9:00am and finish at 1:30pm. A boxed lunch is included.



📄 Register on-line at www.ismmilwaukee.org

The three programs scheduled for the 2008-09 program year are:

Applying Lean Concepts in Supply Management

October 16, 2008

A growing number of companies are discovering the value of implementing lean processes enabling them to focus on actions that create value and eliminate activities that represent waste in systems, processes, procedures and practices. Whether you are in a services or manufacturing environment, learn how lean can boost your continuous improvement efforts, reduce cycle times, cut costs and improve delivery times. This program will explore the benefits and challenges in making the transformation to a lean organization.

Preparing to Negotiate On-Shore and Offshore

April 23, 2009

Preparation and planning are the foundation of effective and successful negotiation. These core elements are even more critical in today's global supply market. Whether you are sourcing offshore or domestically, challenges such as commodity shortages, increased pressure to cut costs, cultural diversity and language barriers, and sustainability initiatives are adding to the complexity in negotiations. Hear experienced negotiators discuss best practices for achieving negotiation success.

Talent and Career Management for Supply Professionals

June 4, 2009

Finding the right people, ensuring that they have the relevant skills and competencies, and meeting their needs for career development, compensation and motivation have become increasingly critical. At the same time, the most sought-after positions are those that offer the best opportunities for job satisfaction and career advancement. This satellite seminar will explore talent management, career management, succession planning and other human resource challenges in today's supply management arena.

Please note that the schedule has been changed from that published in an earlier issue of NewsLine. There will be an October 2008 satellite seminar, but not a February 2009 satellite seminar. A fourth satellite seminar will not be scheduled for the 2008-2009 series due to the relocation in early 2009 of the broadcast studio used by ISM for these programs.

Additional details on ISM's satellite seminars will be posted on the ISM Web site as the information becomes available. Select Education - Seminars, Conferences, then select Satellite Seminars, under Upcoming Programs.



Question: How can volunteering your time to ISM-Milwaukee committees benefit you, as a professional and as a person?

- Being a volunteer expands, complements, and enhances your professional résumé. Prospective bosses not only notice this kind of service, but it can influence their hiring decisions.
- When you participate in volunteer activities, you can make new and important contacts. It isn't always easy to meet people who can further your professional life and offer you advancement. Volunteering opens the door to connections you might not ever have imagined.
- One of the primary issues in building a career is the need to increase your profile. Volunteering can be a way to let others inside and outside your industry know who you are without showboating.
- Volunteering is an opportunity to try something new - and learn any number of new skills necessary to succeed in business. By taking a risk, you may discover aptitudes you might not otherwise learn that you possess.
- Even great jobs can be boring now and then. Volunteering will supply your mind with something new and invigorating. And that can lead you to fresh, surprising places.
- Growing a career can be difficult. Few people show up at a job with their talents full-blown. You need to learn so much, and yet learning experiences can be hard to come by. But you can pick up these skills by volunteering.
- Volunteering expands your horizons. It helps you to learn what others have to say in situations where you normally wouldn't venture. When you bring this wisdom back to the workplace, you'll profit from the exposure.
- Sometimes the best way to land the right job is to volunteer for one. You may be amazed at how many people have found the perfect job by lending a hand.
- Sometimes the most valuable key to a successful career is someone wise and senior who becomes a role model. These sage advisors can be hard to find, but by volunteering, you'll increase the likelihood of meeting one.
- The strange and unforeseen can happen when you volunteer. You can grow in ways you've never considered, and you can meet people you never knew existed.

If you would like to volunteer on an ISM-Milwaukee Committee, we would love to talk to you about a position that fits your schedule and interests.

E-mail us at info@ismmilwaukee.org and tell us how you we can help you.