

Tuesday, December 11, 2007

Educational/Dinner Meeting
Sheraton Brookfield

*Bring a new, unwrapped toy for
TOYS for TOTS*

5:30 p.m. Registration
5:45 p.m. Pre-Dinner Meetings
6:30 p.m. Dinner Meeting
7:00 p.m. Keynote Speaker

Cost of Meal Included with
annual membership dues.

Guests welcome - \$25.00

To reserve your space, go to
www.napmmilwaukee.com

Dinner Menu

- Tossed Garden Salad
- Pork Medallions with Caribbean Rum Sauce
- Chef's Choice of Starch and Vegetable
- Raspberry Torte



December Educational/Dinner Meeting

TOPIC: REDUCING POVERTY THROUGH FAIR TRADE SUPPLY CHAINS

**Featuring Keynote Speaker, Sameer Prasad
Professor of Operations Management
University of Wisconsin - Whitewater**

Although many developing countries such as India are industrializing at a rapid pace, large swathes of these and other countries remain untouched. Millions of their citizens are still mired in grinding poverty. A majority of these citizens rely upon self-employment and micro-enterprise operations as their primary and only source of income. With the globalization and development of an organized retail sector millions of these entrepreneurs are finding it increasing difficult to subsist. Relying on supply chain methodology we can explain why such individuals are finding it difficult to cope and demonstrate how we can double their hourly wage from 15 cent/hour to 30-50 cent/hour. Just as micro-finance has revolutionized poor communities in the developing world, perhaps supply chain management, too, can perhaps reduce poverty.

For additional information please visit: <http://www.uww.edu/cobe/micro/>.

See Mr. Prasad's bio on page 8.

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Pre-Dinner Sessions

Steel Market Update with 2008 Forecast

Presenter:
Bill Ristau - Chief
Commercial Officer,
Esmark Steel

*Presented by the Raw
Materials Committee*

The New CPSM Certification Process and the Pilot Testing Program

Presenters:
Mike Grimm

*Presented by the
Certification Committee*

ISM-Milwaukee's New Website

*Be the first to see ISM-
Milwaukee's new website, its
new interactive features and
learn how it was developed.*

Presenter:
Cory Savage, President of
Savage Solutions LLC

*Presented by the
Communications
Committee*

Next Meeting: Tuesday, January 8, 2008 — Sheraton Brookfield

To register, go to www.napmmilwaukee.com

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heather@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 President

As President of ISM Milwaukee, I feel privileged to lead an organization that is making a difference not only in the community but also in Supply Chain Management.

Due to the generosity of attendees at the November dinner meeting, ISM Milwaukee was able to donate \$33 and 138 lbs of food to the Hunger Task Force (See letter on Page 8). This dinner meeting included our professional colleagues from ASQ and PMI. It was an exciting evening with over 270 attendees and a very timely presentation by Rudolf Melik, Chief Executive Office of Tenrox on how to "Empower your Project Workforce". I personally find value in our combined dinner meetings with other professional organizations and hopefully ISM Milwaukee will continue to build on this practice.

At our December dinner meeting on Tuesday, December 11, attendees will have another opportunity to "give back" to those less fortunate by bringing an unwrapped toy for the U.S. Marines Toy for Tots collection. Hopefully you will be able to attend and participate in this very worthwhile cause.

On December 4th I plan on helping Milwaukee Public Television celebrate their 50th anniversary. ISM Milwaukee will once again answer the phones during the MPTV 10/36 Pledge Drive. If you can help on this fun event, please contact ISM member Dick Wood at wooddick@aol.com for more information.

Our Pro D committee has been busy with scheduling educational opportunities for our members. There are 2 upcoming satellite seminars being presented by ISM and ISM-Milwaukee and hosted by Quad Graphics in Sussex (See Page 3). We also have C.P.M. classes starting up again in February (See Page 4). Please remember that ISM is phasing out the C.P.M. program and replacing it with the new CPSM designation. **Because the new CPSM requires a 4-year college degree and the C.P.M. does not, if you do not have a college degree and you want to be C.P.M. certified, you need to act now.**

As 2007 comes to a close, this would be a good opportunity to review your personal and professional growth. ISM Milwaukee offers a number of programs where you can develop yourself professionally while helping your community.

A Very Merry Christmas and Happy, Healthy New Year

Mary Sieger, C.P.M.

President

ISM-Milwaukee
BuyLines

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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.

Educational Opportunities

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 \$35.00 each, or \$25.00 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.napmmilwaukee.com

The three programs scheduled for the 2007-08 program year are:

Market Intelligence for Supply Professionals

Thursday, February 7, 2008

What is market intelligence? How can it be used in strategic sourcing? What should you consider when building a market intelligence program? Many companies are finding that information is a critical component of the sourcing process. How much they know about their suppliers and the market helps not only in negotiating, but in controlling costs and determining project success. This program will look at where and how to obtain information and how to use it to achieve success.

Supply Management's Role in Sustainability

Thursday, April 17, 2008

The topic of "sustainability" has leapt into corporate boardrooms, raising questions of the company's social responsibility and environmental practice, policies and decision-making. Questions find their way to supply management and challenge us to explore how our suppliers are dealing with sustainability. The program looks at sustainability elements in contract language, supplier audits, regulations, reporting requirements and compliance. It will also cover how to keep upper management informed on sustainability - and the supply manager's role in addressing these issues.



CALL TO ACTION:

Please bring one unwrapped toy with you to the December Dinner Meeting. All toys and monetary donations will be given to the US Marines Toys For Tots Foundation.

OBJECTIVES:

The objectives of Toys for Tots are to help needy children throughout the United States experience the joy of Christmas; to play an active role in the development of one of our nation's most valuable natural resources - our children; to unite all members of local communities in a common cause for three months each year during the annual toy collection and distribution campaign; and to contribute to better communities in the future.



****COMING SOON — www.ismmilwaukee.org****

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.



Educational Opportunities - C.P.M. Classes

Register on-line at www.napmmilwaukee.com

CHECK COURSES ✓	Date	Class Information
	February 4, 2008	Module 1, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	February 6, 2008	Module 1, Day 2 (night class) Instructor: David Chojnacki, C.P.M.
	February 11, 2008	Module 2, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	February 13, 2008	Module 2, Day 2 (night class) Instructor: David Chojnacki, C.P.M.
	February 18, 2008	Module 3, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	February 20, 2008	Module 3, Day 2 (night class) Instructor: David Chojnacki, C.P.M.
	February 25, 2008	Module 4, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	February 27, 2008	Module 4, Day 2 (night class) Instructor: David Chojnacki, C.P.M.

Breakfast & Dinner Seminars

Wednesday, January 16, 2008

8:00 - 10:30 a.m.

Purchasing and the Law/Ethics

Wednesday, February 20, 2008

3:30 - 6:00 p.m.

Managing Your Career: 4R's of Staying Marketable

Wednesday, March 19, 2008

8:00 - 10:30 a.m.

Doing Business in Brazil

All seminars will be held at the NAPM-Milwaukee Offices, 11801 W. Silver Spring Dr., Milwaukee.

Continental breakfast or dinner will be served.

CE hours are 1.5 per session.

Register on-line at www.napmmilwaukee.com





ISM-MILWAUKEE TO HOST PILOT TESTING FOR NEW CERTIFICATION

ISM-M members who are interested in participating in early CPSM testing should contact Mike Grimm (mgrimm3@wi.rr.com). ISM-M is offering informal preparation sessions along with actual testing in a special pilot program for the new Certified Professional in Supply Management (CPSM). All tests with passing grades will be fully credited toward your CPSM application.

CPSM will be officially released in summer 2008. Participants in our pilot testing program can get a step ahead of their peers in attaining this new professional credential.

Benefits of the pilot program:

- 1) Assist in setting the standard test scores for the CPSM program
- 2) Take 1, 2, or all 3 tests earlier than other supply management professionals
- 3) Save big money by taking advantage of very low special pricing
- 4) Be the first on your block to be a CPSM

Requirements for the pilot program:

- 1) Cannot be a current CPM
- 2) Must have 4-year degree from accredited college or university

Study materials are to be available to us in early January. We will schedule several testing dates in February and March.

Individuals who are not currently ISM members are welcome to join this pilot testing program, so please pass the word among your purchasing and supply management contacts.

****COMING SOON — www.ismmilwaukee.org****

BUSINESS SURVEY REPORT

November - 2007

The Milwaukee Index declined three points to 60 in November. New Orders Received is down a point to 61. Production declined three points to 66 in November. Backlog went up four to 58. Supplier Lead Times dropped eight points to 40. Not a good trend.

Blue Collar Employment went up a point to 61 this month. White Collar

employment dropped eight to 50. Not a good way to go. Inventory Levels increased four points to 52. Capital Equipment had a nice eight point increase to 68. We are a little busier this month.

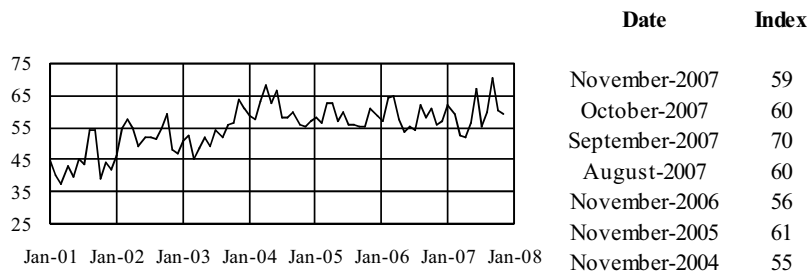
The Level of Purchasing Activities is up three to 73.

The Prices Paid Index increased five points to 61. Fourteen went up and seven de-

clined. Fuel went up fifty-seven and Petroleum thirty-eight points. Casting are up twenty-three and Aluminum twenty-two points. Plas-

tics went up thirteen. Corrugated Packaging dropped thirty points. Copper went down twenty-two and Precious Metal is down eighteen. Printing Paper is down thirteen.

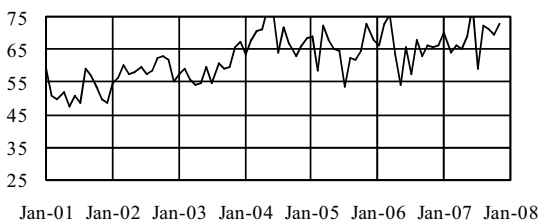
Milwaukee Index



Commodity Price Index

Aluminum	63	Electronic Components	56	Plastics	81	Commentary: Average is up five points. Fuel and Petroleum really went up.
Casting	63	Forgings	56	Plating	50	
Chemicals	82	Fuel	86	Precious Metals	64	
Computer Hardware/Software	50	Hydraulic Componentets	55	Printing Paper	50	
Copper, Brass, Bronze	53	Office Supplies	53	Rubber Products	61	
Corrugated/Packaging	64	Petroleum Products	88	Stampings	45	
Electric Motors/Transformers	60	Piping & Tubing	50	Ferrous (Steel, Stainless)	47	

Level of Purchasing Activities



Commentary: Up three to 73 in November.

Date	Increase %	Same %	Decrease %	Index
November-2007	57	33	10	73
October-2007	48	44	8	70
September-2007	46	50	4	71
August-2007	48	48	3	73
November-2006	39	55	6	66
November-2005	54	38	8	73
November-2004	40	53	8	66

Membership Page - Reflections from the November Meeting



The Supplier Showcase prior to the November Dinner Meeting was very educational.



The Showcase was also very busy and exciting.



ISM-Milwaukee members collected over 130 pounds of food to be donated to the Hunger Task Force.



Keynote Speaker, Rudolf Melik, Chief Executive Officer, Tenrox and author of a recently published book "The Rise of the Project Workforce, Managing People and Projects in a Flat World" spoke on "Empowering Your Project Workforce".

New Members, Welcome!

Timothy Bonson
Univ of Wisconsin Whitewater
Student

Vincent Consolo
Trostel
Sr Commodity Spec

Bill Johnson
IRIS USA Inc

Scott Krizek
Air Fluid Tech Inc

Manohar Madan
UW Whitewater

David Maley

Kurt Millard
Univ of Wisconsin Whitewater
Student

Sameer Prasad
UW Whitewater
Professor Ops Mngmt

Paul Rugolo
Senior Buyer/Planner

Nicole Stamm
Wacker Corp

Jon Wiescinski
Kohler Co
Buyer



C.P.M.
TO BE OR
NOT TO BE!!!

Your organization, ISM - Milwaukee provides you the opportunity to develop your skills and provide your employer with the highest trained purchasing professional. All you need to do is set aside several hours each week for (4) weeks, take (4) tests and you're a C.P.M..

Don't cheat yourself, C.P.M.'s earn more money, C.P.M.'s are promoted faster and C.P.M.'s gain knowledge and earn respect. ISM-Milwaukee provides you with a workable study schedule. Now is the time to sign up now for spring 2008.

Go to www.napmmilwaukee.com to register online.

Spring 2008; Dr. Russell Morey day classes, time to be announced.

Spring 2008 Evening study classes;
Module 1; 2/4/08 part 1 and 2/6/08 part 2
Module 2; 2/11/08 part 1 and 2/13/08 part 2
Module 3; 2/18/08 part 1 and 2/20/08 part 2
Module 4; 2/25/08 part 1 and 2/27/08 part 2

Remember the new CPSM requires a college degree. Your time is running out to earn your C.P.M.

Dave Chojnacki , C.P.M.
Certification Chairman



November 16, 2007

Robert Barwick
ISM-Milwaukee
7525 W. Greenfield Avenue
West Allis, WI 53214

Dear Mr. Barwick:

Thank you for your gift of \$33.00 in addition to 138 pounds of donated food to Hunger Task Force. We greatly appreciate your organization's leadership in improving the quality of life throughout southeast Wisconsin.

Fall has arrived, and that means students have returned to the classroom. Once again we are teaming up with Milwaukee Public Schools through our Universal Free Breakfast Program to make sure that thousands of children are guaranteed a nutritional free breakfast each weekday morning. Last year more than 26,000 children in 62 elementary and middle schools were fed each day in the classroom. This year, we plan to expand the program to feed approximately 40,000 children each day at 90 schools.

Serving a nutritious breakfast in the classroom setting assists children in getting their day off to a healthy start, improving their ability to succeed academically. It also helps normalize the way kids, and their parents, obtain food, providing a superior alternative to standing in line at soup kitchens or visiting food pantries.

Thanks again for taking the lead in addressing hunger concerns in our community. Please extend my gratitude to everyone who contributed to this donation.

Sincerely,



Sherrie Tussler
Executive Director

Hunger Task Force, Inc. provided no goods or services to you in exchange for your contribution, and, as such, your donation is fully tax deductible as allowed by law.

About our December Keynote Speaker

Sameer Prasad

Professor of Operations Management, University of Wisconsin - Whitewater

Sameer Prasad is Professor of Operations Management at the University of Wisconsin - Whitewater. He is the area coordinator for the Operations and Supply Chain Management group. Sameer has published extensively in the area of quality management, international operations, supply chain management, and inventory control. His research has appeared in a number of outlets including *Journal of Operations Management*, *Decision Sciences*, *European Journal of Operational Research*, *OMEGA* and so on. Sameer has been active with various industry groups such as APICS, ISM and ASQ and has presented at local and regional meetings.