

Tuesday, November 13, 2007
Supplier Showcase/Dinner Meeting
Sheraton Brookfield

*Please bring a canned good to be
donated to the Hunger Task Force
of Milwaukee*



4:45 p.m. Registration
5:00 p.m. Supplier Showcase
6:45 p.m. Dinner ASQ and PMI
7:00 p.m. Keynote Speaker:
Rudolf Melik

Cost of Meal Included with
annual membership dues.

Guests welcome - \$25.00

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

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November Supplier Showcase/Dinner Meeting

TOPIC: EMPOWER YOUR PROJECT WORKFORCE

Keynote Speaker: Rudolf Melik
Chief Executive Officer, Tenrox

The structure of the organization and nature of work has changed significantly in the last several decades. Globalization, fragmentation of the enterprise (including outsourcing), and real-time collaboration across the planet have enabled companies to reduce costs, leverage a global talent pool and execute challenging deliverables with a dispersed yet incredibly connected workforce. In addition to labor dispersion, companies are challenged to achieve and maintain compliance with regulations such as Sarbanes-Oxley, which directly impact project management and execution. These shifts are changing the way we work, collaborate and make business decisions. Companies are able to quickly assemble a team of geographically dispersed and highly specialized professionals to execute a specific project or sub-project. Teams are formed and in varying durations and dismantled just as quickly as projects are completed. This seminar discusses the challenges companies face in today's business environment and how they can leverage these changes to actually beat the competition.

See Mr. Melik's bio on page 8.

Dinner Menu:

Tossed Garden Salad, Slice Roasted Turkey Breast with Homestyle Gravy, Cornbread Stuffing, Chef's Choice of Vegetable, Triangle Cake



Supplier Showcase

- Alro Steel
- Fastenal Company
- Evans Transportation
- Professional Plating Inc.
- Wurth Adams Nut & Bolt

Please welcome our professional colleagues from:



Next Meeting: Tuesday, December 11, 2007 — Sheraton Brookfield
****Remember to bring a toy for the Toys for Tots collection.****

To register, go to www.napmmilwaukee.com

**2007-2008 PRESIDENT**

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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

With Thanksgiving quickly approaching, this is a good time to reflect on the many things we should be thankful for and the opportunities to **"give back"**.

Since 1918, our organization has been supporting the Greater Milwaukee area community by educating and training local business supply management professionals. This leads to better-educated employees and a stronger economy for Milwaukee area businesses.

ISM Milwaukee also sponsors a number of activities that allow us to **"give back"** to our community in other ways. Our golf outing is a charity event and through the successful results of this activity, ISM Milwaukee was able to donate \$10,000 to Children's Hospital of Wisconsin to support Inflammatory Bowel Disease. Each and every person that participated in this event should feel good about the fact that the money is being donated to an organization that is healing our kids.

Another opportunity for our members to **"give back"** is through our Hunger Task Force food drive. Every day people in our community find themselves in a situation where they don't have enough food to feed their family. At our November dinner meeting, each attendee is being asked to bring a food item to donate to the Hunger Task Force. We will collect this food and deliver to this worthwhile organization. Next month, ISM-Milwaukee will also hold a Toys for Tot collection at the December dinner meeting, as well as have members volunteer to answer phones for the Milwaukee Public Television MPTV 10/36 pledge drive.

These are just a few examples of the many programs that allow members of ISM Milwaukee to volunteer and help out in our community. Most of you already know about the rewarding satisfaction volunteering can bring to yourself and your community.

I am thankful to be part of an organization that wants to **"make a difference"** and to **"give back"** to those in our community whom are less fortunate. Please help us make a difference by participating in one or more of our community give back events this holiday season.

Best Regards,
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.

Do You Want to be a Star?



Help celebrate Milwaukee Public Television's 50th Anniversary. ISM-Milwaukee will once again help answer the phones during the MPTV 10/36 Pledge Drive on Tuesday, December 4th, 2007. If you would like to help out on this fun event, please contact ISM member Dick Wood at wooddick@aol.com for more information.

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

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.napmmilwaukee.com

CHECK COURSES ✓	Date	Class Information
	November 15, 2007	Modules 3 & 4 (day class) Instructor: Dr. Russell Morey, C.P.M.
	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.

Seminar

Tuesday, December 4, 2007, 8:00 a.m.-4:30 p.m.

**Purchasing and Supply Chain
Tactics for Lean Six Sigma**

Presented by **Dr. Tom DePaoli**

This seminar will equip the supply chain professional in understanding the basic concepts of Lean Six Sigma and the major implications to the supply chain. This is an overview of concepts pertinent to the supply chain. Seminar attendees will become familiar with the counter intuitive nature of lean principles and some metrics used in purchasing by Lean Six Sigma organizations. Common reasons for failure of implementation of Lean Six Sigma will be revealed.

This seminar will be held at Quad/Graphics, N63 W23075 Main Street, Sussex.

Registration fee includes continental breakfast, lunch, beverages, afternoon snack, and program materials.

CE hours are 7.5 per session

Register on-line at www.napmmilwaukee.com



Certified Purchasing Manager (C.P.M.) Program Update

For those that do not currently hold a C.P.M. designation, please be aware that ISM is phasing out the C.P.M. program and replacing it with the new CPSM designation. **The new CPSM will require a college degree, while the C.P.M. does not.** If you do not possess a college degree, but want to be C.P.M. certified, your time is running out. Please see the schedule below to see the timeline of when you must apply for and pass the written C.P.M. exams to qualify for certification.

Current C.P.M.s who do not meet the minimum requirements for the new CPSM qualification will be encouraged to maintain their expertise through recertification. Professionals will have the same ability to recertify as they do now.

For the next several months I will continue to remind you of what needs to be done to certify, re-certify, and lifetime certify along with the tools ISM-Milwaukee offers to accomplish your goals.

Original Certification: Requires passing all four CPM exam modules , five years full time professional purchasing experience or a four-year accredited degree and three years professional experience.

CPM Recertification: Earn 84 (CEH) continuing education hours, at least two-thirds must be educational in nature, in five years.

CPM Lifetime Recertification: Requires at least 18 years of full time professional purchasing and supply management experience . You must also earn CEH's, see charts at www.ism.ws for requirements based on years.

This information is generalized and you will need to review the complete requirements as shown on the ISM website. (www.ism.ws)

CPSM Pilot Exam is available	Last day to register for the C.P.M. Exam	Last day the C.P.M. Exam is available	Last day C.P.M.s may take Modules 3-4 to re-certify	Last day to apply for the C.P.M. Designation
February, 2008	December 31, 2008	December 31, 2009	December 31, 2009	December 31, 2013

ISM-Milwaukee tools to provide you the road to success

- Spring and fall day and evening study classes.
- 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

Please check the ISM-Milwaukee web site for sign up and complete details.

Dave Chojnacki , C.P.M.
 Chairperson - C.P.M./CPSM Certification

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

BUSINESS SURVEY REPORT

October - 2007

The Seasonally Adjusted Milwaukee Index is down seven points to a still healthy 63. New Orders Received dropped nineteen points to 62. Production is down two points to 69. Backlog dropped four-teen points to 54 this month. Supplier Lead Times declined two points to 48. Blue Collar Employment went down seven points to 60.

White Collar Employment dropped a point to 58. Inventory Levels had a large drop. It is down twenty-two points to 48. Capital Equipment dropped six points to 60 this month. There was a one point drop in Level of Purchasing Activities.

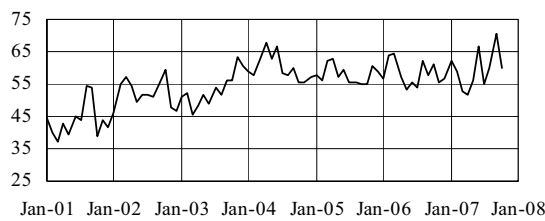
It is now at 70.

The Prices Paid Index increased a point to 56. Nine declined, one did not change and eleven dropped. Ten are above 50, two at 50 and nine

below. Fuel went down thirty-eight and Petroleum dropped twenty-three. Castings are down fourteen and Forgings

declined eleven, Precious Metal increased thirty-nine to 83 and Copper is up twenty-nine to 75. Corrugated-Packaging increased eighteen points and Printing Paper is up nine points.

Milwaukee Index

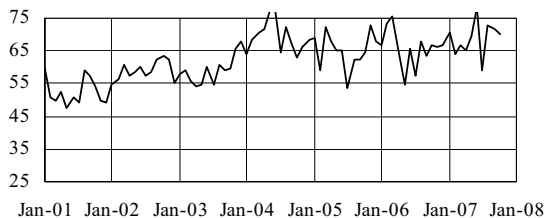


Date	Index
October-2007	60
September-2007	70
August-2007	60
July-2007	55
October-2006	61
October-2005	55
October-2004	56

Commodity Price Index

Aluminum	41	Electronic Components	58	Plastics	68	Commentary: The average is up a point to 56 this month.
Casting	40	Forgings	50	Plating	44	
Chemicals	77	Fuel	29	Precious Metals	83	
Computer Hardware/Software	41	Hydraulic Componentes	50	Printing Paper	63	
Copper, Brass, Bronze	75	Office Supplies	46	Rubber Products	55	
Corrugated/Packaging	94	Petroleum Products	50	Stampings	54	
Electric Motors/Transformers	63	Piping & Tubing	46	Ferrous (Steel, Stainless)	44	

Level of Purchasing Activities



Commentary: A one point drop to 70. Still busy.

Date	Increase	Same	Decrease	Index
	%	%	%	
October-2007	48	44	8	70
September-2007	46	50	4	71
August-2007	48	48	3	73
July-2007	33	52	15	59
October-2006	39	55	6	67
October-2005	44	41	15	65
October-2004	40	45	14	63

Membership Page - Reflections from the October Meeting



Fred Hielberg, C.P.M. leads a pre-dinner discussion on the value of earning your C.P.M. and CPSM certifications.



Dr. Mike Stevens from Children's Hospital accepts the BIG check for \$10,000 from Gary Staab, C.P.M. The money was raised at the annual ISM-Milwaukee Golf Outing this past August.



Stacey Zanck from Miller Brewing receives her New Member Certification from President, Mary Sieger, C.P.M.

New Members, Welcome!

Jacob Diers

*Student
UW-Milwaukee*

Jessica Koontz

*Student
UW-Whitewater*

John Nierzwicki

*Procurement Director
Novar Controls*

Kaye Panyk

VP - Procurement Manager

Matthew Petering

*Student
UW-Milwaukee*

Todd Rydzewski

*Mgr of Purch NPD
Kohler Co*

Deborah Steed

Senior Buyer

ISM and USD Launch Educational Relationship Over Specialized Master's Online Degree

Institute for Supply Management™ (ISM), in collaboration with the University of San Diego School of Business Administration, has approved one of the private institution's specialized master's degree programs. The ISM Approved Master of Science in Supply Chain Management (MS-SCM) is available to supply chain management professionals currently working in the field. USD's MS-SCM is the first program to receive ISM's approval.

- The MS-SCM is a 36-unit program delivered in two phases. Phase I of the program leads to a Graduate Certificate in Supply Chain Management (GC-SCM). Students have the option of completing Phase I only or matriculating into Phase II to complete the MS-SCM. The program is offered online and requires 26 months for completion.

Online interactions are supplemented with face-to-face sessions conducted three times a year at the University of San Diego. The target enrollment date for the next cohort is December 3, 2007 with the program starting February 6, 2008. The following cohort will begin July 16, 2008 with a target enrollment date of May 16, 2008. Enrollment requirements for the MS-SCM can be found on the University of San Diego School of Business Administration Website at www.sandiego.edu/msscsm.

Food Drive for the Hunger Task Force

Please bring a food donation to our
November Dinner Meeting,
Tuesday, November 13, 2007.



Founded in 1974, Hunger Task Force is a private nonprofit organization that works to prevent and alleviate hunger. Hunger Task Force provides food to people in need today, absolutely free of charge, through a network of local meal programs, food pantries and homeless shelters. Each year Hunger Task Force distributes about 10 million pounds of food to Milwaukee's hungry.

Please donate wholesome, healthy, non-perishable food items, such as:

PROTEIN -Tuna, Peanut Butter, canned stews, meats and dry beans.

CEREAL & STARCHES - Cereal, oatmeal, pastas, rice & potato mixes.

FRUIT - Canned fruit and fruit juices.

VEGETABLES & SOUPS - Canned corn, beans, peas, carrots and any soup.

MILK - Powdered, canned and boxed milk.

BABY ITEMS - Infant Formula, jarred and dry cereal.

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

About our November Keynote Speaker

Rudolf Melik
Chief Executive Officer, Tenrox

Rudolf Melik is one of the four original founders of Tenrox. As CEO, he has grown the company from 4 to 100 employees and is the driving force behind the company's award-winning products and marketing strategy. His impressive resume includes ten years of experience in software engineering and management, working as senior software engineer at companies such as Matrox, Discreet Logic, and Bell International.

As the principal author of the first book written on *Professional Services Automation* and his second book, *The Rise of the Project Workforce, Managing People and Projects in a Flat World* (www.projectworkforcebook.com), released August 2007, Rudolf demonstrates his extensive knowledge of software products for project management, workforce management, accounting, payroll, business process automation, CRM and ERP. Rudolf is the recipient of several prestigious awards such as the 2001 Technology Entrepreneur of the Year award. He holds a Bachelor's in Computer Engineering, with a minor in Management from McGill University.