

Tuesday, October 9, 2007

Educational/Dinner Meeting
Sheraton Brookfield

5:30 p.m. Registration
5:45 p.m. Pre-Dinner Meetings
6:30 p.m. Dinner
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

- *Oriental Buffet*



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October Educational/Dinner Meeting

**TOPIC: TAKING PERFORMANCE TO
NEW LEVELS**

Keynote Speaker, James W. Schreier, Ph.D.

Without satisfying an employee's basic needs first, a manager can never expect an employee to give stellar performance. The basic needs are: knowing what is expected of the employees at work, giving them the equipment and support to do their work right, and answering their basic questions of self-worth and self-esteem by giving praise for good work and caring about their development as a person.

Mr. Schreier, backed by statistical evidence, will define the leadership skills needed in developing a high performance workplace.

See Mr. Schreier's bio on page 8.

Pre-Dinner Sessions

**Past President's and
Distinguished
Members Reception**

*There will be a
reception held for all
Past Presidents and
Distinguished Members.
Cash bar with snacks
will be provided.*

**C.P.M. Certification
Process**

*Learn the steps
necessary to receive
your C.P.M. certification.*

Presenter:
Fred Hielsberg, C.P.M.

*Presented by the
Certification Committee*

**Steel Market
Roundtable
Discussion**

*Join in on a roundtable
discussion of the current
American metal markets.
Find out what other mem-
bers of ISM-Milwaukee
are doing to help control
their carbon steel costs.*

Presenter:
Dan Smead of Western
Industries

*Presented by the Raw
Materials Committee*

Next Meeting: Tuesday, November 13, 2007 — Sheraton Brookfield

This will be a joint meeting with ASQ and PMI beginning with our Supplier Showcase. We will also collect food for the Hunger Task Force of Milwaukee.

To register, go to www.napmmilwaukee.com

**2007-2008 PRESIDENT**

Mary Sieger, C.P.M.

Seaquist ClosuresMary.Sieger@SeaQuistClosures.com**IMMEDIATE PAST PRESIDENT**

Bruce Balthazor, C.P.M., CPIM.

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GROUPS**Dan Smead, *Watertown Metal Products*dwsmead@westernind.com**STAFF**

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ruditys@wamllc.net

Douglas Stangohr, Chief Financial Officer

doug@wamllc.net

Heather Westgor, Director of Communications

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

In my last President's Message I had talked about succession planning and how important it is to ensure continued successful leadership.

Another tool that strengthens leadership transitions is Leadership with **G.R.A.C.E. - Guidance, Respect, Accountability, Creativity and Excellence.**

I mention this in my message to highlight an elite group of members which we will recognize at our October dinner meeting - **Distinguished Life Members and/or Past Presidents.**

Our ISM Milwaukee By-Laws describes a **Distinguished Life Member** as one whose activities are judged to be so outstanding as to achieve a generally recognized and accepted position of leadership. These dues-free members are respected and valued by ISM Milwaukee and exempt from meal fees at regular dinner meetings.

Since taking office in June, there has been countless times that I have consulted with a **Distinguished Life Members/Past Presidents.** Their experience, advice and lessons learned have proven invaluable. The Board of Directors also includes a position from this group on the Board to insure continuity and successful succession planning.

At the October dinner meeting, please take a moment to thank these members for their examples of **Leading with G.R.A.C.E.**

Best Regards,
Mary Sieger, C.P.M.
President



ISM-Milwaukee **BuyLines**

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

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Editor: Vikki Spengler

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Reporters: Robert Barwick & Cindy Larsen

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

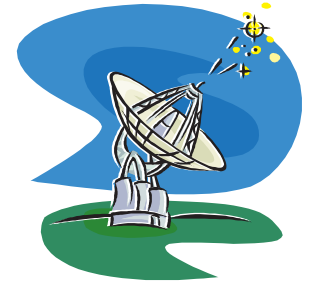
If you wish to submit an article for publication, you may do so by contacting publications@napmmilwaukee.com. We reserve the right to edit and publish articles at our discretion.

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 \$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.napmmilwaukee.com

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



Global Sourcing: Where in the World Are Our Suppliers? **Thursday, October 11, 2007**

For many companies, sourcing outside the United States has become a way of life. Other companies are trying to decide whether they should jump on the bandwagon. What does it cost? What can we gain by sourcing offshore? What are the risks? What challenges are there with inventory and logistics on a global scale? Hear from supply managers who have stepped into the global sourcing arena.

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.

BYLAW UPDATE

At the October 9, 2007 dinner meeting a membership vote will be held regarding some changes to the ISM-Milwaukee Bylaws. Most changes concern the name change to ISM-Milwaukee, membership classifications, and a few other changes needed to coincide with ISM National. To view all changes being proposed to the bylaws, please visit our website at www.napmmilwaukee.com.

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
	October 1, 2006	Module 4, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	October 3, 2007	Module 4, Day 2 (night class) Instructor: David Chojnacki, C.P.M.
	October 22, 2007	Modules 1 & 2 (day class) Instructor: Dr. Russell Morey, C.P.M.
	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.

Breakfast Seminar

Wednesday, October 17, 2007, 8:00 a.m.-10:30 a.m.

Strategic Sourcing—Fad or Here to Stay?

Agenda:

- Introductions
- Overview of Presentation
- Benefits and Drawbacks of Strategic Sourcing
- Process for Implementing Strategic Sourcing Best Practices
- Case Studies
 - Implementation
 - Contract Writing
 - Maintenance or Relationships
- Discussion



Guest Speaker: Jeff Brand

This seminar will be held at the ISM-Milwaukee Office, 11801 W. Silver Spring Dr., Milwaukee. Breakfast will be served.

CE hours are 1.5 per session

Register on-line at www.napmmilwaukee.com

THIS TOUR IS FULL!
If you wish to be put on the waiting list, please e-mail
Monica Byrne at
mbyrne@wamllc.net

October Plant Tour at Airport Hub Plant
Wednesday, October 24, 2007 — 5:30-8:00 p.m.

7434 S. 10th Street, Oak Creek, WI 53154

Speaker: Steve Daily, Area Sales Manager, UPS Supply Chain Solutions

Steve Daily is the Area Sales Manager for UPS-SCS—the heavy weight division of UPS, Air, Ocean, Brokerage all over the world. He has 15 years experience, Iowa, Illinois and Wisconsin.

There will be a tour and video on hub operations, sortation of freight and aircraft operation and loading.

**New Members,
Welcome!**

Jennifer Bonilla
Mercury Marine

Deborah Grill

Tara Gundrum

Linda Nass

Anup Pant
Deloitte Consulting



**ISM-MILWAUKEE
VOLUNTEER OPPORTUNITIES**

Join a Committee! There is no better opportunity for career and leadership growth, or the opportunity to gain more than you give than by joining or leading a ISM-Milwaukee committee. Committee involvement is tailored to work around your full-time job. There are current openings on committees that require just a few hours per year if you'd like to get your feet wet and get an idea of what it's all about!

Communication Committee:

Please contact Robert Barwick, with your interest for the following volunteer positions, info@napmmilwaukee.com.

Wanted: PPT Writer

Are you creative and enjoy jazzing-up PowerPoint presentations? We are looking for one PPT writer to develop PowerPoint presentations of ISM-Milwaukee current events to be displayed during monthly dinner meetings. This is a fun and creative way to become involved with our organization. Time Commitment: 1 hour/month

Wanted: Photographer

Do you like to flash? We are looking for one photographer to take digital photos at our dinner meetings. Photos will then be used in our newsletter and web site. Time Commitment: 1 hour/month

Wanted: Web Site Editor

One person needed to help keep our website accurate and up-to-date by proofreading content, and reporting any inaccuracies to the Webmaster. This is another easy and fun way to share your time and talent enriching the membership of ISM-Milwaukee.

BUSINESS SURVEY REPORT

September - 2007

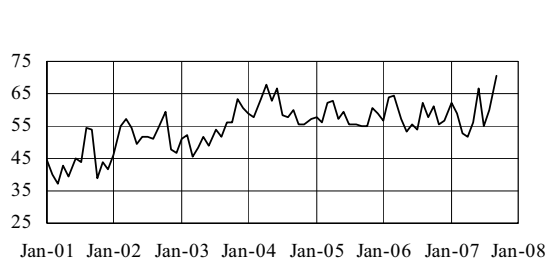
The area economy improved very nicely in September. The Milwaukee Index rose seven points to 70. The Raw Index went up ten to 70. New Orders Received are up eighteen points to 81. Production rose six points to 71. Backlog decline a point to 68. Supplier Lead Times improved twelve points to 50. A good trend.

Blue Collar Employment is up thirteen points to 67 this month. White Collar Employment declined three points to 59. Inventory Levels increased seven points to 70. Capital Equipment Purchased went up three

to 66. The Level of Purchasing Activities dropped two to a still busy 71.

The Prices Paid Index is up two to 55. Twelve increased one did not change and eight declined. Eleven are above 50 and four at 50 and six below 50. Corrugated Packaging jumped twenty-two to 76. Petroleum is up fifteen and Fuel up fourteen. Chemicals are up fourteen. Copper dropped thirteen points and plating is down eleven. Aluminum is down nine points.

Milwaukee Index



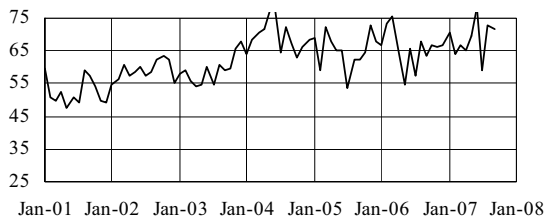
Date	Index
September-2007	70
August-2007	60
July-2007	55
June-2007	67
September-2006	58
September-2005	55
September-2004	60

Commodity Price Index

Aluminum 39	Electronic Components 50	Plastics 63
Casting 54	Forgings 61	Plating 44
Chemicals 79	Fuel 67	Precious Metals 50
Computer Hardware/Software 44	Hydraulic Componentets 55	Printing Paper 54
Copper, Brass, Bronze 46	Office Supplies 54	Rubber Products 50
Corrugated/Packaging 76	Petroleum Products 73	Stampings 50
Electric Motors/Transformers 61	Piping & Tubing 50	Ferrous (Steel, Stainless) 45

Commentary:
This is up two to 55.
12 increased.

Level of Purchasing Activities



Commentary: Down two to 71. Still busy.

Date	Increase %	Same %	Decrease %	Index
September-2007	46	50	4	71
August-2007	48	48	3	73
July-2007	33	52	15	59
June-2007	60	37	3	78
September-2006	32	62	6	63
September-2005	41	43	16	62
September-2004	46	41	12	67

Membership Page - Reflections from the September Meeting



President Mary Sieger, C.P.M.
with new member Tom Moore,
Quad Graphics



President Mary Sieger, C.P.M.
with new member Jeffrey Steimke,
Bradley Corporation



President Mary Sieger, C.P.M.
with new member Ken Pressman,
Capitol Stamping

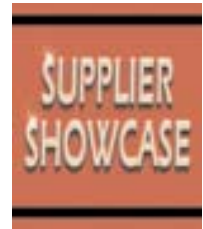
Exhibitors Needed for Annual Supplier Showcase

Tuesday, November 13, 2007 - Sheraton Brookfield Hotel

We are seeking Exhibitors of goods and services to host their respective displays at our Annual Supplier Showcase to be held on Tuesday evening, November 13th, at the Sheraton Brookfield Hotel. This will be held in conjunction with a joint dinner meeting with the members of PMI (Project Management Institute), ASQ (American Society for Quality) and ISM (Institute for Supply Management). We expect to have 200+ Project Management, Quality Control, and Supply Management professionals in attendance, from many of the prominent product and service companies in Southeastern Wisconsin.

For more information contact:

Stephanie Pavletich
spavletich@wamllc.net
414-462-8645



Dr. Russell Morey, C.P.M. will be here on **October 22, 2007** for a C.P.M. review of Modules 1 and 2, and again on **November 15, 2007** for Modules 3 and 4.

REGISTER NOW!!

 Register on-line at www.napmmilwaukee.com



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About our October Keynote Speaker

James W. Schreier, Ph.D.

James W. Schreier, Ph. D., SPHR is a management consultant specializing in management and leadership training, organizational development, strategic exploration and planning, and organizational culture assessment and change.

He holds a Bachelor's Degree in Marketing and Human Resources, an MBA, and a Ph.D. in Education, all from Marquette University. He is lifetime certified as a Senior Professional in Human Resource Management.

Dr. Schreier holds professional certifications in a variety of major training programs, and is personally trained and certified by the authors of these programs: Joel Barker's Implications Wheel® and Strategy Matrix®, Edward de Bono's Six Thinking Hats® and Lateral Thinking®, Lou Adler's POWER Hiring®, Ken Blanchard's Situational Leadership II® and Legendary Service®, Robert Cooper's The Other 90%®, Albert Joseph's Put It in Writing®, and many others.

He has extensive international experience. For over 15 years, he directed programs using banking simulations with a major team building component throughout the United States. In 1990, he introduced the banking simulation to the International Banking Summer School in Boston, followed by programs in England in 1991, and France in 1992. Each of these programs was attended by more than 200 banking professionals from over 50 countries. Dr. Schreier has also led programs in South Africa, Moldova, Ukraine, Russia, and Kazakhstan.

James Schreier has worked with profit and non-profit organizations throughout the United States conducting organizational culture audits, facilitating strategic planning sessions focusing on creating vision and developing leadership, and leading scores of management training programs.

At Marquette University, Dr. Schreier is currently teaching both undergraduate and graduate courses in organizational behavior and human resource management. He has also developed and teaches a unique leadership program for all College of Business sophomores.