

Tuesday, September 11, 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

- *Soup du Jour*
- *Top Sirloin*
- *Garlic Mashed Potatoes*
- *Seasonal Vegetables*
- *Apple Pie*



September Educational/Dinner Meeting

TOPIC: PURCHASING FROM CHINESE SUPPLIERS

Keynote Speaker, Adam Briggs
Attorney, Godfrey & Kahn, S.C.



With a population of nearly 1,300,000,000 inhabitants reported in July 2004, The People's Republic of China exported US\$ 436.1 billion in that same year and has become a very important supply source in many sectors due to very competitive pricing and conditions. On the other hand, cultural aspects, customs procedures, distance, currency, contractual language and the challenge of sourcing good, reliable Chinese suppliers constitute some of the risks involved in this choice of supply-market. This session will give you an overview of these specific aspects, and allow you to become familiar with the advantage and disadvantages of purchasing from China for your company and your market.

Adam Briggs is a member of the Political Law and Litigation practice groups in the Madison office. His litigation practice focuses on antitrust and trade regulation. Adam received his law degree from Georgetown, where he was a Global Law Scholar, Editor for the Georgetown International Environmental Law Review, and a law clerk to U.S. Senator Patrick J. Leahy, then-Ranking Member and current Chairman of the U.S. Senate Judiciary Committee. Before attending law school, Adam worked as a China Analyst 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 spent a portion of his undergraduate years in China, studying Chinese at Beijing Normal University and working for both CNN and the Commerce Department section of the U.S. Embassy in Beijing.

Pre-Dinner Sessions

Reception

All New members are cordially invited to attend the pre-dinner reception. The ISM-Milwaukee Membership Committee will review the benefits of ISM and how to take advantage of all our resources. Cheese and crackers will be served.

Presented by:
Cynthia Collins, Ray McInerney,
Sandy Long-Wagner, and Walt
Schneider, C.P.M.

CPSM Pilot Program

ISM will be releasing the CPSM (Certified Professional in Supply Management Certification) program in 2008. ISM-Milwaukee members are being offered the opportunity to be a part of the pilot testing program. ISM will provide study material and testing at significant discounts for Pilot Program participants. Come and see how you can take advantage of this great opportunity.

Presenter:
Michael Grimm, CPIM,
Secretary/ Treasurer
ISM-Milwaukee

Annual Business Meeting

All members are invited to attend ISM-Milwaukee's annual business meeting. Financials from the past year, and goals for the coming year will be announced.

Presenter:
Mary Sieger, C.P.M. President
of ISM-Milwaukee

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Next Meeting: Tuesday, October 9, 2007 — Sheraton Brookfield

To register, go to www.napmmilwaukee.com

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Seaquist Closures

Mary.Sieger@SeaQuistClosures.com

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DRS, Power & Control Technologies, Inc.
brucegbalthazor@drs-pct.com

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mgrimm@resmfg.com

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cynthia.collins@harley-davidson.com

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rbarwick@ci.west-allis.wi.us

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james.truog@am.wackergroup.com

DIRECTOR – PROGRAMS

Claudia Howard, C.P.M., *Iris USA, Inc.*
claudiah@irisusainc.com

**DIRECTOR – COMMODITY GROUPS
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Art Noe, *Quad/Graphics*
Art.noe@qg.com

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Denise Mankiewicz, C.P.M., *Rockwell Automation*
dmankiewicz@wi.rr.com

**DIRECTOR – DEVELOPING TECHNOLOGY
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Dan Smead, *Watertown Metal Products*
dwsmead@westernind.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

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

Recently I was asked to head up an Environmental Sustainability Team at Seaquist Closures. My first action was to understand what sustainability meant and how it pertained to our business.

I now understand that part of the definition is "the ability to provide a healthy, satisfying and just life for all people on the earth". Included in this definition is the message to also respect nature and future life on earth.

When I apply this definition to ISM Milwaukee, it reinforces the importance of succession planning. We as an organization need to be structured where members feel that they can be involved and have a say in our future. Just as important in this process is the ability for movement where members can feel comfortable volunteering and not feel the obligation that they will have this position for life.

One of my main focus items this term is to insure that any Chairperson that has been in the same position for 2-3 years is grooming a member to replace them in June of 2008. This chairperson would then commit to staying on the committee for at least 1 year to mentor the new chairperson and insure a smooth transition.

This succession planning will provide a healthy environment for members to get involved while building a strong foundation for ISM Milwaukee today as well as future years.

If you are interested in helping ISM-Milwaukee sustain our future as a leader in Supply Management excellence, and you would like to participate in one of our many committees, please contact any one of the Board of Directors listed on this page. We need your commitment, your energy, and your ideas.

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



ISM-Milwaukee
BuyLines

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 Milwaukee, WI 53225

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

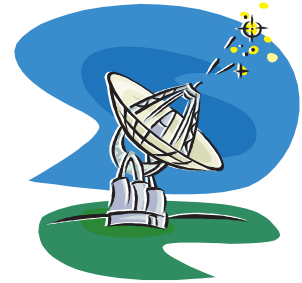
If you wish to submit an article for publication, you may do so by contacting publications@napmmilwaukee.com. We reserve the right to edit and publish articles at our discretion.

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 \$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 off-shore? 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
	September 10, 2007	Module 1, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	September 12, 2007	Module 1, Day 2 (night class) Instructor: David Chojnacki, C.P.M.
	September 17, 2007	Module 2, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	September 19, 2007	Module 2, Day 2 (night class) Instructor: David Chojnacki, C.P.M.
	September 24, 2007	Module 3, Day 1 (night class) Instructor: David Chojnacki, C.P.M.
	September 26, 2007	Module 3, Day 2 (night class) Instructor: David Chojnacki, C.P.M.
	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.



Where learning goes *just-in-time* online.



ISM Knowledge Center Courses

Institute for Supply Management(tm) (ISM) is providing you with more options for online education. We've recently enhanced the Knowledge Center with an all new learning environment and have expanded our class offerings that now include Accenture's Supply Chain Academy (SCA) courses. Global in scope, these courses were developed by experts from more than 30 leading organizations, professional associations, industry consortia and educational institutions.

ISM is dedicated to your success. We've designed the Knowledge Center for you and your organization to give you access to a comprehensive curriculum that addresses all areas of the supply chain. Whether you're looking to improve your skills or want to expand the capabilities of your organization, ISM is your total education resource for achieving your goals.

Visit <http://www.ism-knowledgecenter.ws/> if you would like more information on the types and formats of online courses ISM offers.

New Members, Welcome!

Karen Coleman
VP Materials

Milwaukee Resistor Corporation

Patrick J Kelley
Corp Supply Chain Mgr
Gehl Company

Greg Lee
Managing Partner
WorldBridge Partners of Milwaukee

Thomas M. Moore
Contract Admin
Quad Graphics

Al Sadowsky
Supplier Dev Spec
SPI Lighting Inc

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!

Membership Committee:

Several volunteers are needed to help meet, greet, and retain members in our association by: Attending the annual Pre-Dinner "New Member Reception" at the September Dinner Meeting, Making 15-20 phone calls (2 x's a year) to determine why specific members have not renewed their membership, attending (one) committee dinner meeting per year and by participating in a New Member Campaign by making phone calls to prospective new members. Contact Ray McInerny at rmcinerny@dynexhydraulics.com or Sandy Long-Wagner at sjlong@qq.com for more information.

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BUSINESS SURVEY REPORT

August - 2007

The Seasonally Adjusted Milwaukee Index is now at 63. A nice number. New Orders Received went up three to 63 this month. Production rose eleven points and is now at 65. Backlog jumped nine-teen points to 69. Supplier Lead Times is down twelve points to 38. Blue Collar Employment dropped four points to 54 in August. White

Collar Employment is down three to 62. Inventory Levels went up eleven points to 63. Capital Equipment declined four to 63. Still a healthy

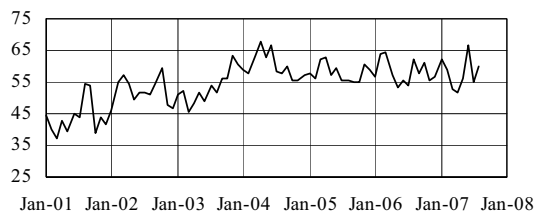
number. The Level of Purchasing Activities went up fourteen points to a very busy 73.

The Prices Paid Index is down six points to 53. Four went up, one did not change and six-

teen declined. Eleven are still above 50, four at 50 and six below 50. Petroleum went down thirty-two and Fuel dropped

twenty-four. Stampings re down seventeen and Aluminum dropped eleven. Casting are off ten and Electronics dropped eight.

Milwaukee Index

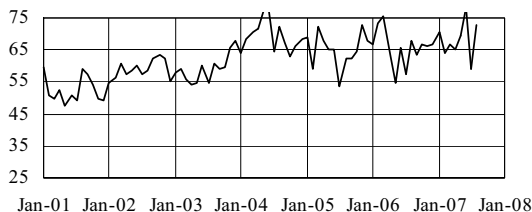


Date	Index
August-2007	60
July-2007	55
June-2007	67
May-2007	56
August-2006	62
August-2005	56
August-2004	58

Commodity Price Index

Aluminum	48	Electronic Components	53	Plastics	67	Commentary: Average is down six this month. Now at 53.
Casting	53	Forgings	50	Plating	46	
Chemicals	65	Fuel	53	Precious Metals	55	
Computer Hardware/Software	42	Hydraulic Componentets	50	Printing Paper	56	
Copper, Brass, Bronze	59	Office Supplies	50	Rubber Products	50	
Corrugated/Packaging	54	Petroleum Products	57	Stampings	43	
Electric Motors/Transformers	59	Piping & Tubing	48	Ferrous (Steel, Stainless)	48	

Level of Purchasing Activities



Commentary: A 14 point increase. Now stands a 73. We must be busy.

Date	Increase %	Same %	Decrease %	Index
August-2007	48	48	3	73
July-2007	33	52	15	59
June-2007	60	37	3	78
May-2007	48	42	10	69
August-2006	44	47	8	68
August-2005	38	50	13	63
August-2004	51	42	7	72



Unique CPSM Opportunity for ISM-Milwaukee Members

ISM is very close to completing and releasing new CPSM (Certified Professional in Supply Management) study materials and certification testing. They have requested our affiliate to assist in the final steps prior to launch of CPSM.

ISM-Milwaukee has been asked to participate in a PILOT CPSM TESTING PROGRAM. We need a minimum of 5 non-CPM-certified members from our affiliate to review the new study guides and materials, and to be the first to take the certification tests. Testing will take place at a Milwaukee location in March 2008. Our testing results will be a key component of a nation-wide pool of results, which ISM will use to:

- Establish pass/fail values
- Evaluate relevance of individual test questions
- Create the first CPSM-certified supply chain professionals

Participants must meet following requirements to be eligible to participate:

- Must be an ISM-Milwaukee member in good-standing
- Must possess a 4-year degree from an accredited college/university
- Cannot hold a current CPM (Separate bridge-exam is being developed for current CPM holders).
- Must have 5 years Supply Management experience

ISM will provide study materials and testing at significant discounts for Pilot Program participants. The actual costs will be published shortly.

If you are interested in joining this select group, please contact ISM-Milwaukee office at 414-462-8645, and add your name to the list.

Mike Grimm
mgrimm@resmfg.com

Certified Professional in Supply Management (CPSM) - Available in May 2008

The new certification will be available this coming spring. The following are highlights of the CPSM:

- Five (5) years of experience as a full-time professional in a non-clerical, non-support role
- Bachelor's degree from a regionally accredited college or university
- For currently valid C.P.M.'s - successfully passing the bridge exam or successfully passing all three of the CPSM exams
- No grandfathering from C.P.M. to CPSM
- The costs associated with the CPSM for exams, study materials, and applications have not been determined yet.
- The courseware is being defined for new review instructors
- CPSM recertification is every three (3) years with 60 Continuing Education Hours (CEHs)
- The pilot exam will be available beginning in March of 2008

The bridge exam for C.P.M.'s will be one exam that will cover contemporary subjects not covered in the current C.P.M. exams.

The three (3) CPSM exams will test knowledge in the foundation, performance and leadership of supply management. Forecasting, strategic sourcing, risk-compliance, contracting/negotiations, and project management are some of the many areas being tested.

For more detailed information on the CPSM, the existing C.P.M. program, requirements, knowledge areas and exam specifications for the bridge and CPSM exams please visit the ISM website at www.ism.ws.

Membership Page - Reflections from August Golf Outing

ISM- Milwaukee's 6th Annual Golf Outing

On Monday, August 27th, ISM-Milwaukee held its 6th Annual Golf Outing, benefiting Crohn's and Colitis research at Children's Hospital, led by Dr. Subra Kugathasan and Dr. Michael Stevens. The weather started off very wet, and the course was soggy, but this did not dampen the spirits of 140 golfers. The totals are not all in at this point, but we are very close to reaching our goal of raising \$10,000 for Children's Hospital.

Children's Hospital is a nationally recognized center for the treatment of Inflammatory Bowel Disease, also known as IBD. The program strives to improve the medical, surgical and psycho-social status of children and adolescents who suffer from Crohn's, ulcerative colitis or other inflammatory diseases by providing coordinated clinical care.

Through advance of state-of-the-art pediatric health care and research, Dr. Kugathasan and his research team focus their efforts on genetic-based medicine and tracking all newly diagnosed IBD children within Wisconsin. Their efforts have resulted in the first determination of pediatric IBD incidence in the U.S and the creation of the largest pediatric genetic data bank to study IBD in children.

Thanks to all our sponsors and golfers for helping us support such a worthy cause.

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Membership Page - Reflections from August Golf Outing, cont.

