

e-BUYLINES



Buy-Monthly Newsletter for ISM-Milwaukee Members

October 2008, Vol. 1, No. 2

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.

October Dinner Meeting: Tuesday, October 14, 2008 @ Brookfield-Sheraton

5:30PM - Registration
5:45PM - Pre-Dinner Meetings
6:30PM - Dinner and Speaker



Going Green : Presenter -Wendy Brooke

Organizations may choose to pursue a green purchasing policy for several reasons. Green purchasing can help an enterprise economically as well as lighten its environmental impacts. Green purchasing also can help organizations improve their efficiency, reduce liabilities, and gain competitive advantage.

One of the hottest topics today – Going Green now has a place in Supply Chain, but what is its role? How does one start? What should be included in a Green Purchasing Policy? What about cost? What resources are available? These and other questions will be addressed in October's ISM Dinner Presentation. Ms Brooke will present an overview of the current state of Green Purchasing, best practices, and concrete steps that Purchasing Organizations can take to implement Green Purchasing in whole or in part in their organization.

KEYNOTE SPEAKER - Wendy Brooke, UW-Platteville

Wendy Brooke, Assistant Professor of Business at University of Wisconsin Platteville is spearheading the new Supply Chain program at UWP. During her 30 plus years in industry (primarily Pharmaceutical) she held various positions in Supply Chain, including, Manager of Production Planning, Director of Purchasing, and Director of Materials Management, and Executive Director of Supply Chain. Her work experience expands not only the US, but Canada, the EU and Latin America. Starting her second year at UWP where she teaches Supply Chain and Quality Management courses, she is actively developing a unique supply chain program.

Menu: Backyard BBQ Buffet

Register by e-mail to the ISM-M offices,
ahodorski@wamllc.net.

Please include your name, company and phone number.

Pre-Dinner Meetings:

1: C.P.M. and CPSM Update – Presented by Dave Chojnacki, C.P.M.

2: Update on Steel Market Conditions – Presented by Bill Swift of Cargill Steel

ISM TV News

Committee Spotlight – Professional Development

Catch all the breaking news at ISM with the all new ISM TV News. Press **PLAY** to view the fist ISM Newscast.



Vendors Wanted for Supplier Showcase



Tables are now available for suppliers to show their wares at the Annual Supplier Showcase to be held in conjunction with our joint dinner meeting with ASQ on December 9, 2008 at the Brookfield –Sheraton. Register now before all available space is sold out. Contact the ISM-M offices at 414-462-8645 for more information.

The Pro-D committee has been very busy planning Supply Management seminars and classes that we hope many of you will want to attend. All of the courses offered are priced affordably and focus on developing skills essential to today's supply management professional. New this year, is allocating part of the profits from certain seminars towards our scholarship fund for students earning their higher education degrees.

A "Green" procurement seminar in December presented by UW Whitewater's Dr. Sameer Prasad and courses in Procurement basics presented by Fred Hielsberg in October-November are scheduled.

Breakfast sessions on SSO, Economics, and Career Strategies are also being planned for this spring. We are also working with other Supply Management professionals on negotiation and commodity sessions.

We are very excited about what has been scheduled so far!

If would like to join our committee, have suggestions for courses, have a topic you want to hear more about, or have taught Supply Management classes previously, please contact Jennifer Schoenwetter at Jennifer.schoenwetter@qg.com for more information.

Calling a Supplier's Bluff

6 Questions to Determine How Much They Need (or Don't Need) Your Business

Walking away from a negotiation is an often misunderstood tactic. Far from being a spur-of-the-moment decision or a method of dealing with heated emotions, it can actually be a strategy. When used correctly, it can enhance results without negatively impacting business relations.

Quite simply, to walk from the negotiations means that one or both sides is given time to reconsider their positions, with possibly significant consequences in the event progress is not made. The intent to walk should always be handled professionally; both sides should state their concerns, how they would like to see the situation rectified, why these issues are important to them, the logic behind these requirements, and the actions to be taken in the event no resolution is reached. More...

<http://www.ism.ws/pubs/eside/esidearticle.cfm?ItemNumber=18574>

Sourcing Throughout the World: India

[Doing Business in India](#)

India is a hugely popular sourcing destination for good reason: It represents the world's 12th-largest economy, has the fourth-largest purchasing power and boasted a growth rate of 9.4 percent last year — among the fastest-growing in the world. It is also home to the world's second largest labor force at 516.3 million. More... <http://www.ism.ws/pubs/eside/esidearticle.cfm?ItemNumber=18571>

Satellite Seminars

A series of seminars, presented by ISM and

CPM & CPSM Training Modules

This is the last offering of C.P.M. Training Modules:

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.

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.



Register on-line at www.ismmilwaukee.org

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.

Register on-line at www.ismmilwaukee.org



UPCOMING SEMINARS

Purchasing Essentials: A Spectrum of Topics Phase I

October 15, 22, 29, 2008

November 5, 12, 19, 2008

Wednesday Evenings from 6:00 - 9:00 p.m.

ISM-Milwaukee Office, 11801 W. Silver Spring Dr., Ste 200, Milwaukee, WI 53225

[Click here for more information and to register](#)

Introduction to Green Supply Chains

Wednesday, December 3, 2008

Registration: 8:30 a.m. • Seminar: 9:00 a.m. - 2:00 p.m.

ISM-Milwaukee Office, 11801 W. Silver Spring Dr., Ste 200, Milwaukee, WI 53225

Purchasing Essentials: A Spectrum of Topics Phase II

April 15, 22, 29, 2009

May 6, 13, 20, 2009

Wednesday Evenings from 6:00 - 9:00 p.m.

ISM-Milwaukee Office, 11801 W. Silver Spring Dr., Ste 200, Milwaukee, WI 53225

[Click here for more information and to register](#)

Featured Link from our Website
www.ismmilwaukee.org



Looking for a New Career Opportunity?

Did you know that there are currently 20 new career opportunities listed at our website www.ismmilwaukee.org. As a service to our members and the local business community, ISM-Milwaukee post open Supply Management positions at no charge to you or the submitting company.

Message From the Board **Dues Increase as of Jan. 01, 2009**

In January 2008, the ISM Board of Directors approved an increase in ISM annual dues. The ISM Regular Member dues will increase by \$10 per year as of September 1, 2008. ISM-Milwaukee will not pass on this increase to our current membership rate until January 1, 2009. ISM-Milwaukee member dues will increase to \$285 effective January 1, 2009. New member dues will not change, holding at \$295. The increase is based on a review by the ISM Board of Directors at the August 2007 and January 2008 Board meetings and by the ISM-Milwaukee Board of directors at the ISM-Milwaukee Board meeting in August 2008.

Upcoming Event –PB & J Food Drive



Donations of Peanut Butter and Jelly will be accepted at the November Dinner Meeting. All jars of PB&J will be donated to Second Harvest of Wisconsin.

The Rotary Club of Milwaukee founded Second Harvest Food Bank in 1982. Starting with their first donation of a bushel of apples, Second Harvest has distributed more than 220 million pounds of food to the hungry in our state!

Through their Milwaukee distribution center, Second Harvest has provided more than 11 million pounds of food to nearly 800 nonprofit programs in nine counties. More than 172,000 people depend on food supplied by Second Harvest's Milwaukee warehouse.

Please, do not forget your donation of PB&J on Tuesday, November 11, 2008.

MTV 10/36 Phone Bank volunteers Needed

Once again ISM-Milwaukee will help Milwaukee Public Television Channels 10 and 36 take phone donations. We need your help on Tuesday, December 2, 2008 to help answer the phones, on air, for MPTV. Past volunteers have found this to be a very fun activity and a great way to give back to our community during this holiday season. For more information, contact Dick Wood by e-mail at wooddick@aol.com.

Plant Tour: Quincy Resource Group : Lean Manufacturing

The Plant tour committee has arranged a tour of Quincy Container in Jackson, WI. The tour will take place on Wednesday, November 5, 2008. Doors open at 5PM for registration. Tours start at 5:30 PM followed by a Q&A session, snacks and refreshments at 6:30 PM. Please register for this event by e-mailing the office at info@ismmilwaukee.org with your name, company name, and the same for all other attendees (co-workers, spouse, etc..) that will be joining you.



Quincy Resource Group designs and manufactures corrugated boxes, customized packaging, and promotional marketing displays for customers in almost every industry sector around the country.

At Quincy Resource Group continuous improvement, lean productivity, and just-in-time raw materials inventory are proven methods to increase operational efficiencies. Our production lines are designed to continuously shift materials from one cross-functional machine to another. Depending on the product specifications, materials process through a streamlined workflow pattern minimizing the potential for damage and waste.

WELCOME NEW MEMBERS

Theo Bralick

Warren P Brockman, C.P.M.

Commercial Mgr
KHS Inc

Kathleen Capp

Mgr Value Analysis
Aurora Health Care Inc

Kristen Cebulski
Kohler Company

Nick Gerrits

Renee Hoernke
Mgr Value Analysis
Aurora Health Care

Mary Jessup
Wheaton Franciscan Healthcare

Please contact the Communications Committee Chair: Robert Barwick info@ismmilwaukee.org or ISM-Milwaukee Director of Communications Heather Westgor heather@wamllc.net with questions.

WEBSITE SUBMISSION GUIDELINES & CONTACTS

Do you have something to submit for posting on the ISM-Milwaukee Website? Send to info@ismmilwaukee.org

CONTACT US:
ISM-Milwaukee

11801 W. Silver Spring Dr., Ste 200 Milwaukee, WI 53225
414-462-8645

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