

**Monday,  
August 20, 2007**

6th Annual Charity Golf Outing  
Mequon Country Club  
[www.mequonclub.com](http://www.mequonclub.com)

10:00 a.m.	Registration
11:00 a.m.	Lunch
12:30 p.m.	Shotgun Start
5:30 p.m.	Reception & Cocktails (Cash Bar)
6:30 p.m.	Evening banquet, raffle and Silent Auction

**Golfing:**

The format is a four-person scramble.

**Cost:**

Cost is \$125/person which covers the cost of golf, cart, prizes and the banquet. Golfing not your game? Not to worry, you can still sign up and join for the banquet only.

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## Charity Golf Outing

**Monday, August 20, 2007**

Mequon Country Club

12400 Ville du Parc Drive • Mequon, WI 53092

262.242.1400

Can you believe it's already August!?!?!? You wouldn't believe the activity surrounding this year's golf outing! Already, 100 golfers have signed up, over 20 sponsors are participating, AND there's still time for you to join in the festivities! Pssstt...a little secret, on one of the holes, you may even find free beer samples! Summer + Golf + Beer = A perfect Wisconsin day!

We're coming down to the wire...get those fingers dialin' and line up those sponsors! Signing up is so easy; go to <http://golfnapm.advantagegolfonline.com>. The more sponsors we have, the more money we can donate to the Crohn's and Colitis Research at Children's Hospital. Dr. Subra Kugathasan and his research team are close to finding a cure! Nearly 1 million individuals in the United States are affected by this disease, of which 20% of the new cases diagnosed each year, are children. This disorder affects multiple body systems, social development and mental health of children. Make sure to stay for dinner, as Dr. Kugathasan will be speaking to all of us on how our funds are making a difference!

Silent auction and raffle items are still needed! Please contact Gary Staab at [gstaab@yahoo.com](mailto:gstaab@yahoo.com) with any items you have to donate.

Even if you don't golf, come join us for the dinner & auction. There's lots of great gifts!

**To reserve your spot, please visit:**

**<http://golfnapm.advantagegolfonline.com>**

**Please register by August 6th to avoid missing out on this great event!**

**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*

Hope your summer is going well and you are enjoying the beautiful weather.

Last month a number of us from ISM Milwaukee attended the ISM Leadership Workshop. It was a time of networking with other affiliate members; learning about new opportunities; reinforcing best practices and procedures; understanding ways to enhance the image of supply management and being reminded of the many benefits of membership in ISM and ISM Milwaukee.

Have you reflected lately on the benefit of being a member and taking advantage of all ISM Milwaukee has to offer? I have listed below some of the membership benefits presented at the ISM workshop:

**Membership Benefits from ISM Milwaukee**

- Networking
- Educational Aspect-formal
- Career Development (job search)
- Personal Growth
- Professional Certification
- Leadership opportunities
- Scholarships
- Volunteerism
- Professional stature
- Newsletters
- Access to professional resources
- Seminars
- Activities (Golf Outing, etc.)

**Benefits provided by ISM**

- Access to web site
- Inside Supply Management magazine
- Groups and forums
- Member discounts
- ISM Knowledge Center
- C.P.S.M. certification
- CAPS Research

Please consider taking advantage of the many opportunities offered by ISM Milwaukee and volunteer today. You can start by attending our golf outing on August 20th.

Hope to see you there.

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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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](mailto:publications@napmmilwaukee.com). We reserve the right to edit and publish articles at our discretion.

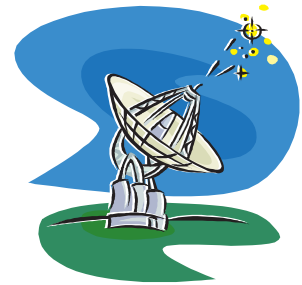
The deadline to submit articles for the next issue is the 21st day of the month.


## *Educational Opportunities*

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### **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 NAPM-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 NAPM member. The seminars start at 9:00am and finish at 1:30pm. A boxed lunch is included.



 Register on-line at [www.napmmilwaukee.com](http://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 September 11, 2007 dinner meeting a membership vote will be held regarding some changes to the NAPM-Milwaukee Bylaws. Most changes concern the name change to ISM-Milwaukee, membership classifications, and a few other changes needed to coincide with ISM National. More information will be available in the August newsletter.

*Educational Opportunities* - **C.P.M. Classes**

**Location:** All C.P.M. Review Classes are held at the NAPM-Milwaukee educational facility at Wisconsin Association Management.

**Hotel accommodations** are conveniently located across the street from the NAPM-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](http://www.napmmilwaukee.com)

<b>CHECK COURSES</b> ✓	<b>Date</b>	<b>Class Information</b>
	September 10, 2007	<b>Module 1, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	September 12, 2007	<b>Module 1, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
	September 17, 2007	<b>Module 2, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	September 19, 2007	<b>Module 2, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
	September 24, 2007	<b>Module 3, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	September 26, 2007	<b>Module 3, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
	October 1, 2006	<b>Module 4, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	October 3, 2007	<b>Module 4, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
	October 22, 2007	<b>Modules 1 &amp; 2 (day class)</b> Instructor: Dr. Russell Morey, C.P.M.
	November 15, 2007	<b>Modules 3 &amp; 4 (day class)</b> Instructor: Dr. Russell Morey, C.P.M.
	February 4, 2008	<b>Module 1, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	February 6, 2008	<b>Module 1, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
	February 11, 2008	<b>Module 2, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	February 13, 2008	<b>Module 2, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
	February 18, 2008	<b>Module 3, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	February 20, 2008	<b>Module 3, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.
	February 25, 2008	<b>Module 4, Day 1 (night class)</b> Instructor: David Chojnacki, C.P.M.
	February 27, 2008	<b>Module 4, Day 2 (night class)</b> Instructor: David Chojnacki, C.P.M.

## New Members, Welcome!

**Louis Bruner**  
BRP US

**Kristen M Jessup**  
*Student*

**Glen Keddle**  
Jonco Industries

**Jacquelyn Kumm**

**Mark R Morrison**  
*Supply Chain Lead*  
Buell Motorcycle Co

**Randolph L Plemons**  
*Student*

**Jon M Rybar, C.P.M., A.P.P.**  
*Purch Agent*  
Aurora Health Care

**Rose Speckmann**  
*Global Sourcing Mgr*  
Tyco Intl

**Laura E Toth**  
*Purch Agent*  
School Sisters of Notre Dame

**Charles Tsamardinos**  
Jonco Industries

**Vivian Weber**  
Wauwatosa School Dist

**Helen Wolter**  
*Buyer Plnr*  
ER Wagner Co

**Michael F Ziegler**  
Buyer  
Harken, Inc.

## Help Make a Difference ... Volunteer and Get Involved!

One of the greatest benefits of being an ISM-Milwaukee member is the opportunity to make a difference.

Volunteering as a member of one of ISM-Milwaukee's Professional Committees allows you to become an integral part of the organization and give back to your profession in a meaningful way.

You'll have the opportunity for career growth while giving a voice to issues that should be addressed. By contributing your time and knowledge you'll make a difference implementing strategies and procedures that will better the profession, while keeping your colleagues informed of the hot topics of the day. And, you'll gain a great sense of accomplishment as well.

### Communications Committee - Photographer



We are searching for members with an interest in photography that are able to cover various ISM-Milwaukee events, mainly dinner meetings. Photographs will be published in *Buylines* and our affiliate web site. Volunteer time is just 2 hours/month. **Please contact Robert Barwick** at [rbarwick@ci.westallis.wi.us](mailto:rbarwick@ci.westallis.wi.us) with your interest.

### University Liaison Committee



Bring our affiliate to the forefront of education by helping this new committee develop a partnership with local colleges and universities. Time involvement is minimal, but very rewarding. **Please contact Denise Mankiewicz** at [dmankiewicz@wi.rr.com](mailto:dmankiewicz@wi.rr.com) for more information.

**For a complete list of volunteer openings at ISM-Milwaukee, go to our web site at [www.napmmilwaukee.com](http://www.napmmilwaukee.com).**

# BUSINESS SURVEY REPORT

## July - 2007

The Seasonally Adjusted Milwaukee Index dropped nine points to a still growing 57. The Raw Index dropped twelve points. New Orders Received are down fifteen points to a still healthy 60. Production decline eighteen points to 54. Backlog is down 18 points also to 50. Supplier Lead Times improved twelve points to an even 50.

Blue Collar Employment is down nine points to 58. White Collar Employment increased eight points to 65. Inventory Levels dropped sixteen points to stand at 52. Capital Equipment did not change. It is still a very nice 67. The Level of

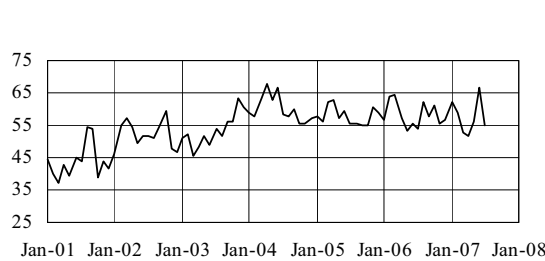
Purchasing Activities are down nineteen points to 59.

The Prices Paid Index increased two points to 59. Eleven went up, two stayed the

same and eight declined. Sixteen are still above 50 and five below. Petroleum went up twenty and Fuel eighteen. Aluminum

and Stampings increased fourteen points. Castings increased ten. Printing Paper dropped twenty-one points this month. Piping and Tubing is down eleven points and Ferrous dropped nine.

### Milwaukee Index



Date	Index
July-2007	55
June-2007	67
May-2007	56
April-2007	52
July-2006	54
July-2005	56
July-2004	58

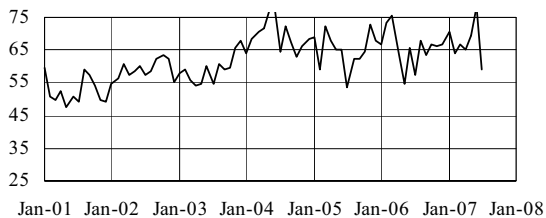
### Commodity Price Index

Aluminum	59	Electronic Components	61	Plastics	71
Casting	63	Forgings	57	Plating	46
Chemicals	67	Fuel	77	Precious Metals	64
Computer Hardware/Software	45	Hydraulic Componentets	56	Printing Paper	42
Copper, Brass, Bronze	55	Office Supplies	54	Rubber Products	54
Corrugated/Packaging	59	Petroleum Products	89	Stampings	60
Electric Motors/Transformers	61	Piping & Tubing	45	Ferrous (Steel, Stainless)	44

#### Commentary:

The Price Index is up two to 59 this month.

### Level of Purchasing Activities



**Commentary:** Down 19 points to 59 this month.

Date	Increase	Same	Decrease	Index
	%	%	%	
July-2007	33	52	15	59
June-2007	60	37	3	78
May-2007	48	42	10	69
April-2007	42	45	12	65
July-2006	36	44	21	58
July-2005	23	63	15	54
July-2004	36	57	7	64



## 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](mailto: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](http://www.ism.ws).

## In Memoriam

### Barbara L. Betlej



Prominent member of NAPM-Milwaukee Barb Betlej died peacefully July 22, 2007.

Barb was an active member of NAPM-Milwaukee since 1982. Barb was awarded the New Member Award in 1987, the Meritorious Service Award in 1990, and this past year had earned her 25 Year Service Award.

During her professional purchasing career, Barb Betlej worked for over 25 years with the Milwaukee County Transit System. Barb was also an active member of the V.A.L.U.E. in Local Government and a member of the Wisconsin Association of Public Purchasers.

Barb loved to travel with her family. This past June, Barb toured Germany with her family where she celebrated her 25th wedding anniversary with her husband, Don. Barb also was active with her church as a Sunday school teacher, a board member of the Wisconsin Vintners Association, an accomplished wine judge, and she loved sewing and making stained glass creations.

Barb is survived by two sons, one daughter, and her husband, Don.

\*\*\*

Condolences also go out to **Sandra Long-Wagner, C.P.M.** on the loss of her husband on July 15, 2007.

## Looking for a New Career Opportunity?



Did you know that there are currently 20 new career opportunities listed at our website [www.napmmilwaukee.com](http://www.napmmilwaukee.com)? As a service to our members and the local business community, ISM-Milwaukee posts open Supply Management positions at no charge to you or the submitting company.

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## Visit the New Career Management Tools & Resources Area at [www.ism.ws](http://www.ism.ws)

There's a new area in the ISM Career Center designed to put you in touch with tools and resources to assist you in your career/professional development. On the new Web page, titled Career Management Tools and Resources, there are links to tips, articles, newsletters, Web sites of interest and professional development resources. This information is available to both members and non-members.

Here's a sample of what you'll find on the new Career Management Tools and Resources Web page in the ISM Career Center:

### Tips:

- Dress to Impress
- Ten Tips on Career Advancement

### Articles:

- Cover Letter Myths and Resume Nonsense
- Networking: The Sine Qua Non of Job Search Success

### Career Newsletters:

- Crossroads
- The Gladiator

### Web Sites of Interest:

- Job-Hunt.Org - Has a great listing of State Employment Offices along with links to resources for finding jobs in each state.
- Quintessential Careers: College, Careers, and Job Guide - Offers free career tutorials on a number of topics ranging from cover letters to salary negotiation.

Come check out this new area in the ISM Career Center.