

Tuesday, February 12, 2008

Educational/Dinner Meeting
Sheraton Brookfield

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

Dinner Menu

- Tossed Garden Salad
- Stuffed Chicken Breast
- Chef's choice of starch and vegetable
- Carrot Cream Cheesecake



February Educational/Dinner Meeting

TOPIC: REDUCING POVERTY THROUGH FAIR TRADE SUPPLY CHAINS

**Featuring Keynote Speaker, Sameer Prasad
Professor of Operations Management
University of Wisconsin - Whitewater**

Although many developing countries such as India are industrializing at a rapid pace, large swathes of these and other countries remain untouched. Millions of their citizens are still mired in grinding poverty. A majority of these citizens rely upon self-employment and micro-enterprise operations as their primary and only source of income. With the globalization and development of an organized retail sector millions of these entrepreneurs are finding it increasing difficult to subsist. Relying on supply chain methodology we can explain why such individuals are finding it difficult to cope and demonstrate how we can double their hourly wage from 15 cent/hour to 30-50 cent/hour. Just as micro-finance has revolutionized poor communities in the developing world, perhaps supply chain management, too, can perhaps reduce poverty.

For additional information please visit: <http://www.uww.edu/cobe/micro/>.

See Mr. Prasad's bio on page 8.

Pre-Dinner Sessions

CPM Certification

Time is running out on getting your C.P.M. Certification. Instructor Dave Chojnacki, C.P.M. will discuss how you can still earn your C.P.M. certification.

Presenter: Dave Chojnacki, C.P.M.

Presented by the Education Committee

Update of Corrugated Market Conditions

Presenter: Jeff Karhoff and Gary Odekirk of Smurfit-Stone Corrugated Container

Presented by the Raw Materials Committee

Town Hall Meeting – Open Forum

Members of the ISM-Milwaukee Board of Directors will be on hand to answer any questions you may have about ISM and ISM-Milwaukee.

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At the February dinner meeting, we will hold a vote for our Nomination Committee. The Nomination Committee is responsible for finding and selecting a nomination for next years Board of Directors.

Next Meeting: Tuesday, March 11, 2008 — Sheraton Brookfield

To register, go to www.ismmilwaukee.org

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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 Board***What is Leadership?**

How do you define Leadership? One excellent definition from the web follows:

lead-er-ship n.

1. The position or office of a leader: *ascended to the leadership of the party.*
2. Capacity or ability to lead: *showed strong leadership during her first term in office.*
3. A group of leaders: *met with the leadership of the nation's top unions.*
4. Guidance; direction: *the business prospered under the leadership of the new president.*

It can be a position or office, a capacity or ability, a group, or guidance and direction given. How powerful and commanding are each of the possibilities. Leadership is a key attribute in the Supply Chain Management profession. Our member companies are expecting it and the business community is focused on developing it. **Leadership is definitely a core competency that employers are seeking.**

During the next few weeks, the Nomination Committee will be soliciting for expressions of interest in serving as an Officer or Director during the 2008-2009 Affiliate year. I urge each of you to think about your potential as a leader in our organization. Don't be selfish with your time and talents. The leadership skills you develop in a volunteer organization will enhance your career and your resume.

The continued viability and success of ISM-Milwaukee, Inc., depends upon each of us and not to just a few.

Get involved! Volunteer to be a part of our Leadership Team today. Send your intentions of interest to info@ismmilwaukee.org.

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. 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.



START & END YOUR DAY WITH ISM-MILWAUKEE!

Breakfast & Dinner Seminars

PURCHASING AND THE LAW/ETHICS

Wednesday, January 16th, 8:00 a.m.-10:30 a.m. (Registration Deadline: Friday, January 11th)

Topics in this seminar include:

- Responsibilities and Defenses to Performance (Buyers & Sellers) Obligations
- Protecting your Organization from Common Contract Pitfalls
- Strategies that will Increase Awareness on How Ethics is Involved in Decision Making Throughout Your Organization
- Dealing with Ethical Problems

About the Speaker

Fred K. Hielsberg, C.P.M., A.P.P. is a purchasing professional with 40 years of supply chain management experience. Since 1988, he has been an instructor at Marquette University Division of Corporate Outreach and Professional Development Programs. He provides in-house training for corporations including S.C. Johnson, United Healthcare, Quad/Graphics, Inc., Eaton Corporation, Beatrice Cheese, and NAPM affiliates. A graduate of Ripon College, Fred has been an active ISM member since 1972. He is a past president of ISM-Milwaukee, past president of ISM-Asheville, NC and past president of APICS-Asheville, NC. His awards include NAPM District 10 Global Resources Person of the Year (1998), NAPM-Milwaukee Purchasing Professional of the Year (2000), and NAPM-Milwaukee Advancement of the Profession Award (1994). Fred retired from Eaton Corporation and now devotes full-time to management consulting and training.

MANAGING YOUR CAREER: 4R'S OF STAYING MARKETABLE

Wednesday, February 20th, 3:30 p.m.-6:00 p.m. (Registration Deadline: Friday, February 15th)

Topics in this seminar will focus on the 4R's of Staying Marketable:

- Reputation
- Relationships
- Resume of Results
- Reinventing to Stay Relevant

About the Speaker

Ms. Debbie Rudan is Vice President Director of Professional Services for Lee Hecht Harrison. She brings over 15 years of career management experience acquired in diverse environments, including health care, financial services, manufacturing and consulting. She conducts career transition, career development and leadership consulting programs for clients and customers. In addition, she manages career transition projects and assignments to ensure consistency and quality of the delivery process. Debbie's professional background is diverse, including training, group facilitation, management development, career assessment and counseling, employee relations, interviewing methodology, performance management, and organizational development. Debbie received an MBA from the University of Wisconsin-Parkside and has a BS degree in healthcare from the University of Wisconsin-LaCrosse. Her professional affiliations have included the American Society for Training and Development and leadership positions on several community boards and committees.

DOING BUSINESS IN BRAZIL

Wednesday, March 19th, 8:00 a.m.-10:30 a.m. (Registration Deadline: Friday, March 14th)

Topics in this seminar include:

- Brazilian Taxes
- HR Issues
- Import/Export
- Production in Brazil
- Legal/Accounting Issues
- Banking and Financial Systems

About the Speaker

John Thornton is a graduate of UW-Oshkosh. He is a CPA who spent 5 years working for KPMG in Milwaukee specializing in Audit of Manufacturing/Distribution companies. He joined GS Hydraulics in 1997 and purchased the company in 2002. GS Hydraulics has grown from 40 employees to 100+ during that time. GS Hydraulics began doing business in Brazil in 2004. The company is registered as "GS Hydraulics do Brasil Comercio & Industria de Sistemas Oleo-hidraulicas Ltda," but currently is not established. GS Hydraulics has a contract manufacturing relationship in Brazil. John is actively involved in the Fluid Power Distributor Association (currently President-Elect), and will begin a 1 year term as President in April 2008.



Don't miss these great seminars! Sign up TODAY!

Wednesday,
January 16, 2008
Purchasing and the Law/Ethics
8:00 a.m.-10:30 a.m.

Wednesday,
February 20, 2008
Managing Your Career: 4R's of Staying Marketable
3:30 p.m.-6:00 p.m.

Wednesday,
March 19, 2008
Doing Business in Brazil
8:00 a.m.-10:30 a.m.

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

Continental Breakfast or Dinner will be served




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.ismmilwaukee.org

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.

April Dinner Meeting with Plant Tour to be held at Sprecher Brewery



The ISM-Milwaukee April 8, 2008 Dinner Meeting will be held at Sprecher Brewery in Glendale WI. A plant tour of the brewery will proceed the dinner meeting which will feature keynote speaker, Alison Gilman, Financial Advisor -Edward Jones Investment Company and a former Fox 6 News anchorperson. Investment Trends in the Market, Today and the Future will be the main topic of discussion.

Registration will soon be available at our new website, www.ismmilwaukee.org. (Limit 200 Members)

****IT'S HERE! — www.ismmilwaukee.org****

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.



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

Register on-line at www.ismmilwaukee.org

CHECK COURSES ✓	Date	Class Information
	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, March 11, 2008, 12:00p.m.-4:00 p.m.

Supply Market Intelligence and Risk

Presented by Robert Handfield, Ph.D.



Supply market intelligence is the foundation for sound and well-developed category management. Advanced supply management functions are seeking to understand the fundamentals of dynamic supply markets, which are increasingly characterized by high price variability, uncertainty of supply, potential disruptions, quality issues, and global logistics challenges. Along with information on these markets, supply managers are increasingly being asked to identify the major risks in their supply chains, and develop contingency plans to support internal stakeholders with a reliable source of supply and updates on market conditions. In this regard, the role of supply markets is changing dramatically.

This session will cover some of the key insights gleaned from discussions with leading executives on this subject, and identify some of the approaches that supply managers can use to begin developing solid supply market intelligence approaches.

This seminar will be held at the ISM-Milwaukee Office, 11801 W. Silver Spring Dr., Ste. 200, Milwaukee, WI 53225.

Registration fee includes lunch, beverages, and program materials.

CE hours are 4.0

Register on-line at www.ismmilwaukee.org

Annual Awards Program

In 1979, your Board of Directors adopted an Awards Program. This Program was implemented as a means of recognizing outstanding members of our Association. Its objective is to publicly recognize members who contribute much effort and dedicated service to ISM-Milwaukee.



The Awards Program is administered by the Awards Committee, and chaired by the Director Administration.

You are invited to participate in the Awards Program by recommending candidates for each award. Your participation will be a valuable contribution to the Committee in its evaluation of candidates to be recommended to the Board of Directors. A form for making your recommendations to the Awards Committee is included. The Awards and their requirements are spelled out to assist you in choosing your candidates.

So as to allow the Awards Committee as much time as possible to evaluate each candidate, please submit your nominations (U.S. Mail, fax or e-mail) as soon as possible to the ISM-Milwaukee office, 11801 West Silver Spring Drive, Suite 200, Milwaukee, WI 53225. The deadline for receiving nominations is **February 22, 2008**.

Our presentation of Awards for this Association year will be at the March 2008 dinner meeting.

Please use the following pages for your nominations. If you have any questions, please call the ISM-Milwaukee office at 414-462-8645.

With your help, the program will be a success. Please participate.

To download a nomination form, please visit our website at www.ismmilwaukee.org.

INTRODUCING: WWW.ISMMILWAUKEE.ORG

- Exciting New Look
- Easy Navigation
- Up-To-Date Information
- Better Communications

C.P.M. Update



Eleven months and counting to register for the C.P.M. exam, sounds like a lot of time, it is not!

February classes look to have a great participation which will make the class fun . If your schedule does not permit the Mondays in February please call the office and request March classes , if enough people call it may be possible to schedule another set . We will be offering classes in the fall but that's cutting it close , no time to possible fail and retake .

I cannot STRESS how IMPORTANT this is for those people that do not have a college degree, as the CPSM requires an individual to have a four-year degree from an accredited university. Look at any employment website and find the purchasing area , my guess is you will have a difficult time finding a position that does not HIGHLY recommend a C.P.M. and when available a CPSM.

Dave Chojnacki , C.P.M.
Certification Committee Chairman

****IT'S HERE! — www.ismmilwaukee.org****

Press Release: ISM Revises PMI;

Develops New Composite Index for Non-Manufacturing Sector (NMI)

Institute for Supply Management™ (ISM) announces a revision in the formula for calculating the PMI (composite index for the manufacturing sector). ISM also announces the development of a similar composite index for the non-manufacturing sector, NMI (Non-Manufacturing Index).

In late 2006, ISM asked a group of supply management professionals, educators and leading economists to study the relationship between the PMI Index and GDP (gross domestic product). After extensive study, the revised formula was determined to more closely predict GDP. While the impact of the change is marginal, it does provide a more precise measure than the previous formula.

A similar study was conducted with the various indexes in the non-manufacturing sector. The NMI was developed as an overall indicator for the non-manufacturing sector, and is a better indicator of the relationship to GDP than the Business Activity Index alone.

The PMI, first implemented in 1984, summarizes change in the manufacturing sector and is often used as a basis of comparison to changes in GDP. The new formula for the PMI includes the same five indexes as the past formula but at equal weights, instead of the previous weighted formula. The new formula more closely predicts the GDP for the past several years.

New PMI formula

New Orders Index	20%
Production Index	20%
Employment Index	20%
Supplier Deliveries Index	20%
Inventories Index	20%

In addition, ISM has developed a similar composite index for the non-manufacturing sector, NMI (Non-Manufacturing Index), as a predictor of GDP.

The formula for the new NMI includes:

Business Activity Index	25%
New Orders Index	25%
Employment Index	25%
Supplier Deliveries Index	25%

Both the revised PMI Index formula and the new NMI Index will be implemented with the January 2008 *Report On Business*® monthly economic reports to be released in early February.

The manufacturing and non-manufacturing indexes are reported monthly in the ISM Report On Business® and available at www.ism.ws. The Institute for Supply Management™, established in 1915, is the largest supply management organization in the world as well as one of the most respected. ISM's mission is to lead the supply management profession through its standards of excellence, research, promotional activities and education.

BUSINESS SURVEY REPORT

January - 2008

The Adjusted Milwaukee Index declined four points to 58 this month. The Raw Index is down six to 56. New Orders declined five points to 61. Production is down five points also. It is now at 66.

Backlog dropped nine points to 48. Supplier Lead Times are down five points to 38.

Blue Collar Employment declined five

points to 53. White Collar Employment is up two points to 56. Inventory Levels are up eleven points to 58. Capital Equipment dropped six

points to a still healthy 65. The Level of Purchasing Activities are down five points to 69.

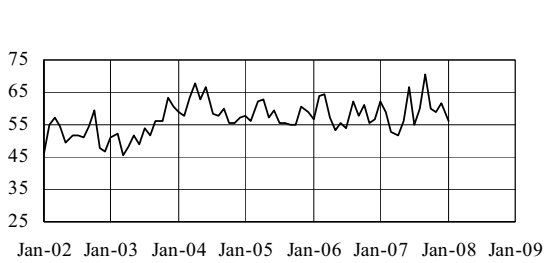
The Prices Paid Index jumped seven points to 64 this month. Sixteen increased two

stayed the same and three declined.

Eighteen are above 50, one at 50 and two below. Petroleum and Ferrous went up

eighteen and Copper increased seventeen. Forgings are up fifteen and Fuel thirteen. Office Products dropped six and Electronics four.

Milwaukee Index

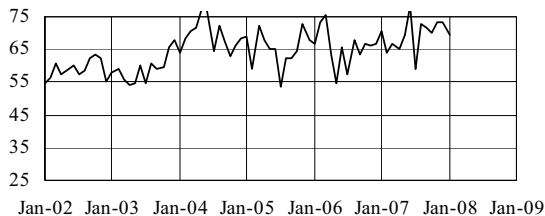


Date	Index
January-2008	56
December-2007	62
November-2007	59
October-2007	60
January-2007	62
January-2006	57
January-2005	58

Commodity Price Index

Aluminum 55	Electronic Components 57	Plastics 83	Commentary: Really went up this month. Number is at 64, up seven.
Casting 63	Forgings 65	Plating 50	
Chemicals 82	Fuel 61	Precious Metals 80	
Computer Hardware/Software 46	Hydraulic Componentets 62	Printing Paper 58	
Copper, Brass, Bronze 62	Office Supplies 50	Rubber Products 57	
Corrugated/Packaging 72	Petroleum Products 86	Stampings 55	
Electric Motors/Transformers 64	Piping & Tubing 59	Ferrous (Steel, Stainless) 75	

Level of Purchasing Activities



Commentary: Down five points to 69. Still busy.

Date	Increase	Same	Decrease	Index
	%	%	%	
January-2008	52	35	13	69
December-2007	56	35	9	74
November-2007	57	33	10	73
October-2007	48	44	8	70
January-2007	56	30	15	70
January-2006	45	43	12	67
January-2005	44	51	5	69

New Members, Welcome!

Emma Bassett
UW Whitewater
Mgmt Computer System

Christopher Bianco
UW Whitewater
Student

Patience Bruce
Student

Megan Byrne
Student

Andrew Ewig
UW Whitewater
Student

Lori Fredin
Maysteel
Buyer

Adam Freis
UW Whitewater
Student

Jacob Garst
Student

Ryan Gillespie
UW Whitewater
Student

Cheryl Heimerl
Bemis Manufacturing Co
Buyer Analyst

Caleb Hietpas
Student

Nicholas Huberty
UW Whitewater
Student

Jonathan Jewson
UW Whitewater
Student

Todd Kowalewski
Student

Valerie Lehner
American Transmission Co
Buyer

Emily Neils
UW Whitewater
Student

Brian Oberhart
Student

Michael Peterman
Student

Jenelle Roberts
UW Whitewater
Student

Tricia Roberts
Student

Brian Schmocker
Student

Randy Schwanke
Magnetek
Commodity Mgr

Jacob Searles
Student

Karan Smith
UW Whitewater
Student

Bryan Warren
UW Whitewater
Student

Evan Whitcomb
UW Whitewater
Student

Chris Zillman
UW Whitewater
Student

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 an 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!

• Scholarship Committee:

We are currently looking for energetic people to participate on ISM-Milwaukee's Scholarship Committee. Duties would include meeting a few hours a month to review pre-screened scholarship applications for students from UW-Whitewater and possibly other local colleges to select scholarship winners. Total projected commitment should be no more than 20 hours over a two-month period.

In addition we are looking for people willing to address local universities to talk about careers/issues in the profession of Supply Management. The person should be enthusiastic about supply management and willing to speak to classes or student supply chain organizations at the local universities once or twice a year. All levels of experience in the Supply Management field are welcome and encouraged to participate.

Please contact Scott Frahm at sjfracm@bechtel.com or the ISM-Milwaukee Office if you are interested in participating and supporting these two important initiatives to build upon and create new relationships with the students and faculty.

About our February Keynote Speaker

Sameer Prasad

Professor of Operations Management, University of Wisconsin - Whitewater

Sameer Prasad is Professor of Operations Management at the University of Wisconsin - Whitewater. He is the area coordinator for the Operations and Supply Chain Management group. Sameer has published extensively in the area of quality management, international operations, supply chain management, and inventory control. His research has appeared in a number of outlets including *Journal of Operations Management*, *Decision Sciences*, *European Journal of Operational Research*, *OMEGA* and so on. Sameer has been active with various industry groups such as APICS, ISM and ASQ and has presented at local and regional meetings.