

Tuesday, March 11, 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

- Soup Du Jour
- Chicken Marsala
- Roasted New Potatoes
- Chef's Choice of Vegetables
- Strawberry Mousse Torte



March Educational/Dinner Meeting

TOPIC: THE HUMAN FACTOR IN SUPPLY CHAINS

Featuring Keynote Speaker, Dr. Robert Handfield

There is an imminent dearth of talent that will occur both in management and skilled/unskilled labor that many companies are unprepared to deal with. A targeted approach needs to be developed that explores multiple avenues for talent development. Dr. Hatfield will present his ideas and best practices for succession planning to help you and your company stay in control during this time of babyboomer retirements.

See Dr. Handfield's bio on page 9.

Pre-Dinner Sessions

Managing Freight Costs
Presenters Bill Bonds and Matt Kraker of FreightWatch will update you on current freight conditions and advise you on how to manage your freight costs.

Presented by the
Transportation/Logistics
Committee

Town Hall Meeting –
Join a discussion on what skills/ training top executives in Milwaukee are looking for in their employees.

Presenter: Purchasing
Executive Forum

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Celebrate Supply Management Month!



Next Meeting: Tuesday, April 8, 2008 — Sprecher Brewery

To register, go to www.ismmilwaukee.org

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Letter from the President

The Professional Credentials Group at ISM (formerly known as Certification) is providing the opportunity for Supply Managers to take their career to the next level. Pilot testing is now going on for ISM's new designation, the Certified Professional in Supply Management (CPSM). This designation was created to reflect the expanded education; skills and experience needed in today's supply managers.

I was in Boston recently attending an ISM Preplanning Leadership Conference where I heard about the ISM Certification Committee changing its name to Professional Credentials. This reinforced in my mind the commitment ISM and ISM Milwaukee have in providing the necessary training to its members to deal with the many challenges supply managers are facing today.

The official launch of the CPSM will be in May at the International Conference in St Louis, MO. If you have a current C.P.M. in good standing, you have an advantage to getting your CPSM. You only have to take a single bridge exam instead of three exams. Then you submit your application for the CPSM, you must meet all of the requirements.

For our members who do not have a 4-year college degree and desire the CPM credential, this year is your last year to register. I personally know of 2 purchasing professionals in my company that are currently enrolled in the CPM Module 1 review classes, along with 16 other registered attendees.

This is an exciting time for our profession and ISM Milwaukee wants to provide every opportunity for our membership to grow. May I encourage each and every ISM Milwaukee member to review his or her Professional Credentials and consider either the CPM or the CPSM. This is your year to shine.

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.

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

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

COMMODITY PRICES AND ECONOMIC OUTLOOK FOR 2008 AND BEYOND

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

- Topics in this seminar include:
- Introductions
 - Overview of Presentation
 - Types of Commodity Markets
 - Introduction into Trading in Commodity Markets
 - Forecasts of Energy, Metal, and Raw Materials
 - State of World Economy
 - Outlook for the economy

About the Speaker

Jeff Brand has been involved in all aspects of supply chain management. In 1982, he started at the Wisconsin Gas Company, where his principle role was to develop gas supply plans, secure the suppliers, and write contracts with each supplier. Key issues with writing gas contracts are determining annual volumes and peak day requirements. Jeff worked at WGC until 1995, at which time he moved onto Harley-Davidson Motor Company; holding various positions within the supply chain arena. At Harley-Davidson he gained valuable experience in the manufacturing environment, and was member of the P & A strategic sourcing team. In 2006, Jeff moved onto American Transmission Company (ATC), a company that maintains and builds high voltage transmission lines (www.atclc.com). At ATC, he is responsible for maintaining strategic sourcing relationships in engineering, steel pole structures, circuit breakers, and substation control centers. Additionally, and associated with Strategic Sourcing, Jeff is responsible for all aspects of contract management, as well as the implementation of other strategic sourcing events. Jeff also has taught, since 1980, at UWM, Marquette University, MATC, and Keller Graduate School in the areas of economics, statistics and supply chain. Furthermore, Jeff has taught at least one purchasing seminar over the past 10 years for APICS and ISM. In 2006, Jeff conducted an ISM breakfast seminar on the outlook of the U.S. Economy and Commodity prices, where most of his predictions discussed are coming to fruition! Jeff has a Master's Degree in Economics from UWM, is C.P.M and CPIM certified, and is currently pursuing a certificate in Commercial Contract Management, through Villanova University.

Wednesday,
April 16, 2008
**Commodity Prices and
Economic Outlook for
2008 and Beyond**
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:



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

Date	Class Information
April 14, 2008	Modules 1 & 2 (day class) – 8:00am-4:30pm (7 Hrs.) Instructor: Dr. Russell Morey, C.P.M.
May 12, 2008	Modules 3 & 4 (day class) – 8:00am-4:30pm (7 Hrs.) Instructor: Dr. Russell Morey, C.P.M.
September 8, 2008	Module 1, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 10, 2008	Module 1, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 15, 2008	Module 2, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 17, 2008	Module 2, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 22, 2008	Module 3, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 24, 2008	Module 3, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
September 29, 2008	Module 4, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
October 1, 2008	Module 4, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.) Instructor: David Chojnacki, C.P.M.
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.

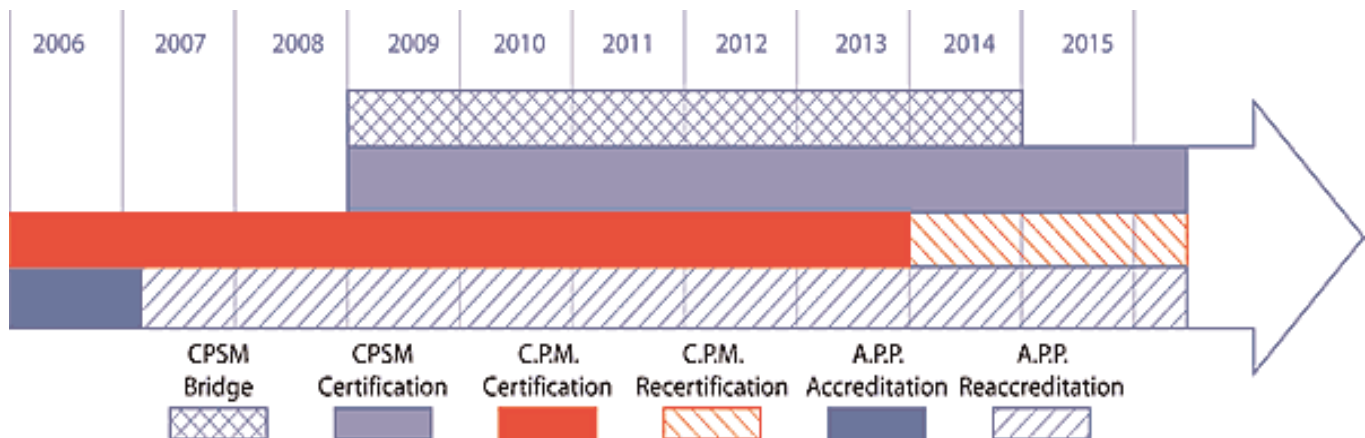
C.P.M. Comprehensive Training to Help You Succeed

Did you know that there is currently no college degree requirement to test for the C.P.M. examination? That is about to change, so there is no time like the present to get certified! Through a four-module study series, ISM-Milwaukee helps Supply Management professionals prepare for the Certified Purchasing Managers examination.

ISM-Milwaukee is dedicated to offering you a comprehensive set of C.P.M. and C.P.S. M. training courses that will give you a competitive edge in earning your ISM Supply Management accreditations with both evening and daytime courses being offered throughout the year.

Dates to Remember:

CPSM Pilot Exam is available	Last day to register for the C.P.M. Exam	Last day the C.P.M. Exam is available	Last day C.P.M.s may take Modules 3-4 to Re-certify	Last day to apply for the C.P.M. Designation	Last day to register for the CPSM Bridge Exam	Last day the CPSM Bridge Exam is available
February, 2008	December 31, 2008	December 31, 2009	December 31, 2009	December 31, 2013	December 31, 2013	December 31, 2014



Available Courses:

C.P.M. Review Module 1 & 2 - April 14, 2008 — Instructor: Dr. Russell Morey, C.P.M. @ ISM-Milwaukee Offices, 8 AM - 4 PM
Member Rate: \$125 per Module*

C.P.M. Review Module 3 & 4 - May 12, 2008 — Instructor: Dr. Russell Morey, C.P.M. @ ISM-Milwaukee Offices, 8 AM - 4 PM
Member Rate: \$125 per Module*

C.P.M. Review Module 1 part 1 & 2 - Sept. 8 & 10, 2008 — Instructor: Dave Chojnacki, C.P.M. @ ISM-Milwaukee Offices, 6 PM - 9 PM
Member Rate: \$125 per Module

C.P.M. Review Module 2 part 1 & 2 - Sept. 15 & 17, 2008 — Instructor: Dave Chojnacki, C.P.M. @ ISM-Milwaukee Offices, 6 PM - 9 PM
Member Rate: \$125 per Module

C.P.M. Review Module 3 part 1 & 2 - Sept. 22 & 24, 2008 — Instructor: Dave Chojnacki, C.P.M. @ ISM-Milwaukee Offices, 6 PM - 9 PM
Member Rate: \$125 per Module

C.P.M. Review Module 4 part 1 & 2 - Sept. 29 & Oct 1, 2008 — Instructor: Dave Chojnacki, C.P.M. @ ISM-Milwaukee Offices, 6 PM - 9 PM
Member Rate: \$125 per Module



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

IS IN-HOUSE TRAINING AN ALTERNATIVE?

Many companies are cost conscience or concerned about sending their staff to educational offerings put on by associations. Whether it is right or wrong, this is an ongoing trend. ISM-Milwaukee understands that this issue is not going away anytime soon, so the association is taking a pro-active step by creating a vehicle that will provide in-house training that has created enthusiasm within some firms.

The cost associated with bringing in an instructor for the C.P.M. review modules is a flat fee of \$2,400 per day. If your company is interested in scheduling a C.P.M. review module for 2008, please contact Christopher Ruditys on staff to discuss the arrangements.

New Members, Welcome!

Todd Hunter
Sargento Foods Inc.
Dir of Proc

Gregory Lehrkamp
IDC Aerospace
Inv Mgr

Samuel Modder
Purchasing Manager



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

BUSINESS SURVEY REPORT

February 08

The Seasonally Adjusted Milwaukee Index is down five points to 53. Still growing, but barely. The Raw Index is still at 56. The adjusted index was 58 in February 2007. New Orders Received went up four this month to 65. Production is down ten to 56. Backlog went up eight to 56 and Supplier Lead Times increased two to 40.

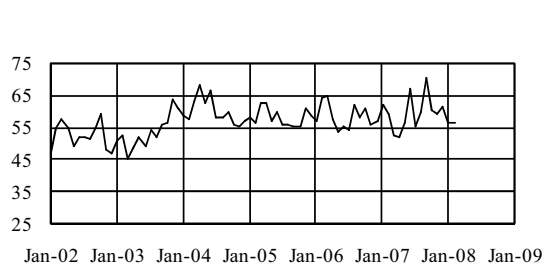
Blue Collar Employment is down one to 52. White Collar Employment is down two points to 54. Inventory Levels declined six points to 52. Capital Equipment Purchases is up six

points to a very healthy 71. The Level of Purchasing Activities is down seven to 62.

The Prices Paid Index is up another two points to 66. Eighteen are above 50, one at 50 and two below. Ten increased this month, three did not change, and eight went down. Aluminum is up twenty and Ferrous increased

nine. Piping and Tubing went up eight and Casting increased seven. Plastics dropped twelve and Forgings are down nine.

Milwaukee Index

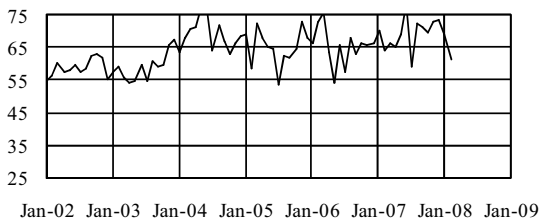


Date	Index
February-2008	56
January-2008	56
December-2007	62
November-2007	59
February-2007	59
February-2006	64
February-2005	56

Commodity Price Index

Aluminum	75	Electronic Components	65	Plastics	71	Commentary: Up another two points to 66. Eighteen are above 50.
Casting	70	Forgings	56	Plating	50	
Chemicals	81	Fuel	57	Precious Metals	86	
Computer Hardware/Software	44	Hydraulic Componenets	65	Printing Paper	58	
Copper, Brass, Bronze	67	Office Supplies	50	Rubber Products	56	
Corrugated/Packaging	69	Petroleum Products	83	Stampings	56	
Electric Motors/Transformers	68	Piping & Tubing	67	Ferrous (Steel, Stainless)	84	

Level of Purchasing Activities



Commentary: Down seven to 62. We are still very busy.

Date	Increase	Same	Decrease	Index
	%	%	%	
February-2008	38	46	15	62
January-2008	52	35	13	69
December-2007	56	35	9	74
November-2007	57	33	10	73
February-2007	38	53	9	64
February-2006	50	46	4	73
February-2005	33	51	15	59

Membership Page - Reflections from the February Meeting



President Mary Sieger and Walt Schneider introducing the award recipients.



President Mary Sieger congratulating Derek Burghardt on his 25 year award.



Keynote Speaker Sameer Prasad

Congratulations to Our 25 Year Award Winners!

Derek Burghardt - ITW Paslode • Margaret Pospichal - Rockwell Automation • Steven Dowe - North Shore Bank

WHO IS YOUR STAFF?

ISM-Milwaukee is always attempting to be more responsive and attentive to the needs of the membership. There are still members who are not familiar or do not know who to talk to on staff regarding particular issues. Below are staff responsibilities and contacts to assist you:

Monica Byrne, *Administrative Assistant* - responsibilities include answering basic questions regarding registration for seminars, monthly dinners and all website related issues.

Doug Stangohr, *Chief Financial Officer* - responsibilities include handling all membership renewal questions, new membership questions and payments and accounts payable & receivable.

Heather Westgor, *Communications Director* - responsibilities include handling all print publications along with the monthly *Buylines*.

Christopher Ruditys, *Chief Executive Officer* - responsibilities include, but not limited to, working with the Board of Directors, Committees and ensuring that all staff members work cohesively with the membership.



About our March Keynote Speaker

Dr. Rob Handfield

Dr. Rob Handfield, a thought-leader and industry expert in the field of supply chain management, is the Bank of America University Distinguished Professor of Supply Chain Management at North Carolina State University, and Director of the Supply Chain Resource Cooperative (<http://scrc.ncsu.edu>). The SCRC is the first major industry-university partnership to integrate student projects into the MBA classroom in an integrative fashion, and has had 15 major Fortune 500 companies participating as industry partners since 1999. Handfield is the Consulting Editor of the Journal of Operations Management, one of the leading supply chain management journals in the field, and is the author of several books on supply chain management, the most recent being *Supply Market Intelligence*, *Supply Chain Re-Design* and *Introduction to Supply Chain Management* (Prentice Hall, 1999, 25,000 copies sold, and translated into Chinese, Japanese, and Korean). He has co-authored textbooks for MBA and undergraduate classes including Purchasing and Supply Chain Management 3rd revision (with Robert Monczka) and Operations and Supply Chain Management (with Cecil Bozarth). He was one of five keynote speakers at the Power Conference at the Institute for Supply Management in 2007, attended by 75 CPO's by invitation only. Handfield was identified as one of a handful of individuals in the 2007 "Pros to Know" list compiled by Supply and Demand Chain Executive journal. He is regularly quoted in periodicals such as the Wall Street Journal, San Francisco Chronicle, Inc. Supply Chain Management Review, and other periodicals.