

# e-BUYLINES



Buy-Monthly Newsletter for ISM-Milwaukee Members

September 2008, Vol. 1, No. 1

**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.

**September Dinner Meeting: Tuesday September 9, 2008 @ Brookfield-Sheraton**

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

## **China After the Olympics: New Legal Challenges for U.S.**

### **KEYNOTE SPEAKERS:**

**Adam Briggs** is a member of the Corporate Practice Group in Godfrey & Kahn's Madison office. Adam advises clients on a range of domestic and international regulatory and business matters, including trade regulations, import and export regulations, government contracts, supply agreements, purchase agreements, and technical assistance agreements. As part of his administrative and regulatory work, he works on political law matters including campaign finance, ethics, elections and lobbying regulation.

Adam received his law degree from Georgetown, where he was a Global Law Scholar, Senior Writing Fellow, Editor for the Georgetown International Environmental Law Review, and a law clerk to U.S. Senate Judiciary Committee Chairman Patrick J. Leahy.

**Josh Johanningmeier** is a shareholder in Godfrey & Kahn's Product Liability and Tort Practice Group. He defends manufacturers in product liability actions involving personal injury, wrongful death and property damage.

In addition to litigation, Josh works with manufacturers to assess and develop on-product warnings as well as instruction and user manuals for products. He also counsels

### **Pre-Dinner Meetings:**

1: Meet & Greet Reception - Learn about the benefits of belonging to ISM-Milwaukee.

2: ISM-M Annual Business Meeting - President-Mike Grimm and other Board Members review this past year and talk about the future of ISM-Milwaukee.

3: Distinguished Members



**Adam C. Briggs**  
**Godfrey & Kahn S.C.**



**[Josh Johanningmeier](#)**  
**Godfrey & Kahn S.C.**

manufacturers, distributors and retailers on regulatory compliance and recall issues, including incident and defect reporting to the Consumer Product Safety Commission (CPSC) and National Highway Traffic Safety Administration (NHTSA).

Josh received his B.A. from Luther College, his M.A. from Iowa State University, and his J.D., *with high distinction*, from the University of Iowa. Josh is licensed to practice in Iowa, Minnesota and Wisconsin, as well as various federal courts and the United States Court of Appeals for the Seventh Circuit.

[Reception](#) – Life and Distinguished Life members gather at this annual event.

**Menu: Tossed Garden Salad, Citrus Nut Chicken, Roasted New Potatoes, Seasonal Vegetables, and Carrot Cream Cake**



[Click here to register.](#)

### ***Services Contracts: 10 Mistakes to Avoid***

Drafting a services contract is never simple. This document spells out the buyer's and seller's negotiated obligations and rights. If it is poorly drafted, a number of serious problems can arise:

- The seller thinks it is charged with delivering one thing. The buyer thinks it should be receiving something else.
- The buyer has limited options to rectify the situation in the event of a breach.
- The supplier's attorneys can find plenty of loopholes for escape.

Avoiding 10 common service contract-writing mistakes helps prevent complications like these.

[Full Story](#)

### ***Vendors Wanted for Supplier Showcase***

### ***Committee Spotlight - Business Survey***

## ***AND THE SURVEY SAYS....***

The ***ISM-Milwaukee Report On Business*** has earned immense recognition over the years from economists and forecasters in government and business because of the report's early and accurate reflection with the manufacturing sector of the economy in Southeastern Milwaukee. Access to the ISM-M Report on Business is available online at our website [www.ismmilwaukee.org](http://www.ismmilwaukee.org)

[Click Here to See Latest Report](#)

As purchasing and supply professionals become more sophisticated with their approach to supply chains, it becomes imperative that we continue to have access to the valuable economic data provided by ISM-Milwaukee's Business Survey Committee. For those of you that receive the Monthly Survey Response Sheet, your input to the survey is necessary each and every month. If you would like to participate in the monthly survey or have any further questions, please contact John Lindstrom C.P.M. at [jlindstrom@atcllc.com](mailto:jlindstrom@atcllc.com)

### ***Charity Golf Outing a Success***

On August 18th, nearly 100 golfers participated in the 7th Annual Charity Golf Outing supporting the



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.

National MS Society--Hartland Chapter. Several MS volunteers spent the day with us to help out and all had a great time! Our dinner program included both Steve 'The Homer' True, from ESPN Radio 540, and Katrina Cravy from Fox 6 News. The funds we raised will help support research programs and assist in providing new and better treatments with those affected with MS. Nearly 10,000 individuals in Wisconsin are living with multiple sclerosis. Thank you all for your generosity and support! This event is made possible because of all of you; from raffle prizes, auction items, and sponsorships. Next year's event will be held on August 17th. Stay tuned for more details!

Thank you from the Golf Outing Committee:  
 Gary Staab, C.P.M. Gary Kamin, C.P.M.  
 Mike Grimm John LaPinske, C.P.M.  
 Chairperson: Jennifer Schoenwetter



Left to Right: Lining up for the Shotgun Start; Katrina Cravy from Fox 6 News addressing the attendees at dinner; and Steve "The Homer" True handling the auction at this year's Golf Outing.

### 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.

The three programs scheduled for the 2008-09 program year are:

#### **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*

### CPM & CPSM Training Modules

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

**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.

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.

**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.

### **Preparing to Negotiate On-Shore and Offshore** April 23, 2009

*Preparation and planning are the foundation of effective and successful negotiation. These core elements are even more critical in today's global supply market. Whether you are sourcing offshore or domestically, challenges such as commodity shortages, increased pressure to cut costs, cultural diversity and language barriers, and sustainability initiatives are adding to the complexity in negotiations. Hear experienced negotiators discuss best practices for achieving negotiation success.*

**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.

### **Talent and Career Management for Supply Professionals** June 4, 2009

*Finding the right people, ensuring that they have the relevant skills and competencies, and meeting their needs for career development, compensation and motivation have become increasingly critical. At the same time, the most sought-after positions are those that offer the best opportunities for job satisfaction and career advancement. This satellite seminar will explore talent management, career management, succession planning and other human resource challenges in today's supply management arena.*

**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.

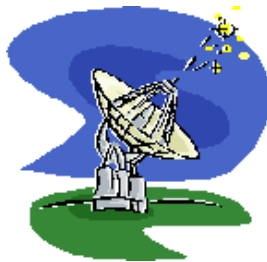
**October 22, 2008** Module 3, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.), Instructor: David Chojnacki, C.P.M.

**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](http://www.ismmilwaukee.org)

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## **RESEARCH & SURVEYS**

### **The Skills That Spell Success**

As baby boomers retire and a younger generation of workers takes over, they inherit an increasingly global marketplace and must learn to succeed in a knowledge-based economy. This requires a different set of aptitudes — ones researchers at The Conference Board recently set out to identify when they surveyed more than 400 employers across the United States. [Full Story](#)

## Supply Chain Top 25 for 2008 Revealed

Now in its fifth year of publication, the AMR Research *Supply Chain Top 25* report recognizes organizations that personify how supply chain excellence contributes to economic value. The analysis focuses on key financial measurements, as well as expert and peer assessments of each organization. This year's Top 25 are worth a look. [Full Story](#)

*Featured Link from our Website*  
[www.ismmilwaukee.org](http://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](http://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.

### WELCOME NEW MEMBERS

**Eric D Everson**

Watlow  
 Com Mgr

**Curt A Haga, C.P.M.**

Ladish Co.  
 Production Mgr

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Please contact the Communications Committee Chair: Robert Barwick [info@ismmilwaukee.org](mailto:info@ismmilwaukee.org) or ISM-Milwaukee Director of Communications Heather Westgor [heather@wamlc.net](mailto:heather@wamlc.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](mailto:info@ismmilwaukee.org)

CONTACT US:  
ISM-Milwaukee

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