

**Monday,  
August 18, 2008**

**7th Annual Charity Golf Outing**  
Rolling Hills Country Club  
[www.rollinghillssccw.com](http://www.rollinghillssccw.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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**Monday,  
August 18, 2008**  
Rolling Hills Country Club  
6996 Pennsylvania Avenue  
Oconomowoc, WI 53066  
262.567.7833

This year's event is shaping up to be a great day! Steve 'The Homer' True will be broadcasting his show LIVE out at Rolling Hills Country Club for us from 2-6pm. Steve will be joining us afterwards as well...so even if you're not a golfer, sign up and come on out for the dinner.

The second bit of goods news...Registration is open...get those teams signed up before it's sold out!

Finally, please help spread the word...we need sponsors, raffle items, golf balls, and silent auction items. The more we can concentrate our efforts here, the more successful the event. Thank You! We are most excited about this event and especially helping those that suffer from the affects of MS.

This is an event you don't want to miss!

**Your generosity will benefit:**

JOIN THE MOVEMENT



National  
Multiple Sclerosis  
Society  
Wisconsin  
Chapter

[www.wisMS.org](http://www.wisMS.org)

**To reserve your spot, visit [www.ismmilwaukee.org](http://www.ismmilwaukee.org).  
Get your teams together now!**



**2008-2009 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*

We've Started a New Year!

Allow me to be the first to wish you a very Happy New Year. As we enter ISM-M's 2008-9 year on June 1, we need to look back on the wonderful accomplishments of our organization in the year just finished. We can take great pride in:

- **Education** - Developed and presented Pro-D offerings with more variety and more flexible training-session times, including customized company-specific programs.
- **Membership** - Rejuvenated active membership recruiting activities. Committee developed a comprehensive membership packet and is actively involving all ISM-M members in livening-up the recruitment process. We posted a net gain in membership, which is a feat many other voluntary organizations are having difficulty accomplishing.
- **Communication** - Designed, developed, and launched a brand-new website.
- **Community Service** - Organized and operated a wildly successful golf outing which benefited Children's Hospital of Milwaukee with a significant cash donation.
- **Academic Relationships** - Developed close relationships with student groups from UW-Whitewater, UW-Milwaukee, Carroll College, and Marquette University. We were proud to award the first annual ISM-M scholarships last year.
- **Certification** - Lead the way toward introduction of the new CPSM credential, which will become the preferred certification of our profession. Our leadership in the introduction of CPSM, and our active role in setting the standards through a pilot-testing program supported successful implementation.
- **Management** - Negotiated and signed a three-year extension with Wisconsin Association Management to continue serving as our close partner in providing professional resources for our membership.

Impressive accomplishments! A huge THANK YOU to all who gave their time and talents to make 2007-8 successful. Thanks especially President Mary Sieger for raising our expectations and keeping us on course. Thank you to the Board for their professionalism and teamwork. And thanks and gratitude to all our creative committee chairs, who do most of the work.

Bruce Balthazor, Claudia Howard, and Cynthia Collins will be leaving the Board, and we will continue to be indebted to them for their dedication and outstanding professional leadership. Dave Chojnacki, Stan Gruna, and Lee Johnson will replace them very ably.

In 2008-9 you can be assured that the Board of Directors will continue to emphasize what is working well, and what our members want. This year's Board will not be afraid to try new approaches or programs. We will listen enthusiastically to your suggestions and comments. We will have exciting dinner speakers, and off-site dinner meetings which will make you want to invite guests.

Remember, ISM-Milwaukee is your organization. Just like Farm & Fleet extols in its motto, we want you to find value here. We want you to enjoy your membership and grow professionally.

Mike Grimm, C.P.I.M.  
*President*

ISM-Milwaukee  
**BuyLines**

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

Publisher: Heather Westgor  
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Photographer:  
Reporters: Robert Barwick & Cindy Larsen

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 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.



 Register on-line at [www.ismmilwaukee.org](http://www.ismmilwaukee.org)

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 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.*

#### **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.*

#### **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.*

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

**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.



 Register on-line at [www.ismmilwaukee.org](http://www.ismmilwaukee.org)

Date	Class Information
September 8, 2008	<b>Module 1, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
September 10, 2008	<b>Module 1, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
September 15, 2008	<b>Module 2, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
September 17, 2008	<b>Module 2, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
September 22, 2008	<b>Module 3, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
September 24, 2008	<b>Module 3, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
September 29, 2008	<b>Module 4, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 1, 2008	<b>Module 4, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 6, 2008	<b>Module 1, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 8, 2008	<b>Module 1, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 13, 2008	<b>Module 2, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 15, 2008	<b>Module 2, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 20, 2008	<b>Module 3, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 22, 2008	<b>Module 3, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 27, 2008	<b>Module 4, Day 1 (night class) – 6:00pm-8:30pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.
October 28, 2008	<b>Module 4, Day 2 (night class) – 6:00pm-9:00pm (3.5 Hrs.)</b> Instructor: David Chojnacki, C.P.M.

## New Members, Welcome!

**Jim Best**  
Pilot Air Freight

**Susan Bunyer**  
Harley Davidson Motor Co  
*Dev Purch Analyst*

**Patti Cook**  
*Project Manager*

**Donald Dorsan**  
Quad Graphics  
*Contract Mgr*

**Karen Kartheiser**  
Derco Repair Svcs  
*Buyer*

**Doug Kleber**  
*Buyer*

**Andrew Melius**  
Quad Graphics  
*Contract Admin*

**Angela Tappa**  
Manpower  
*Project Mgr*

**Matt Wiedenhoeft**  
Harley-Davidson Motor Co  
*Supply Chain Planner*



## Ready ... Set ... Register for Computer-Based CPSM Exams!

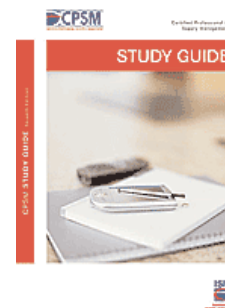
**ISM now accepting online registrations for  
computer-based CPSM Exams.**

(TEMPE, Ariz.) May 21, 2008 - Computer-based exams are here! Effective today, Institute for Supply Management™ (ISM) is accepting online registrations for testing of the new Certified Professional in Supply Management (CPSM) credential.

Beginning today, candidates can register for CPSM Exams that can be scheduled and taken at Pearson VUE worldwide professional testing centers. Candidates for the CPSM Exam(s) or CPSM Bridge Exam can register online at the ISM Web site at [www.ism.ws](http://www.ism.ws), by selecting Professional Credentials, then Certified Professional in Supply Management, then [Register for CPSM Exams](#).

Once online exam registration is confirmed, the eligibility to test is valid for one (1) year. Candidates will be able to schedule their desired exam(s) on Pearson VUE's Web site. Computer-based CPSM Exams will be offered beginning June 2, 2008.

Questions concerning online registration for computer-based CPSM Exams can be directed to ISM Customer Service at 800/888-6276, extension 401.



The CPSM *Study Guide* is one of the most critical materials to use during your CPSM Exam preparation. It provides information on test specifications, examples of the testing format and question styles. With the use of additional reference materials to round out your knowledge, the CPSM *Study Guide* is an essential part of your study program.

The CPSM *Study Guide* is available for purchase at the ISM-Milwaukee Office — \$65 for members and \$95 for non-members. Old books (non-spiral) are also available at \$50 for members and non-members.

# BUSINESS SURVEY REPORT

## May 08

The Seasonally Adjusted Milwaukee Index is down three to 45 in May. It was 57 a year ago. New Orders Received is down eleven points to 47. Production went down five to 46 this month. Backlog dropped a point to 44. Supplier Lead Times took a five point hit to a very low 33.

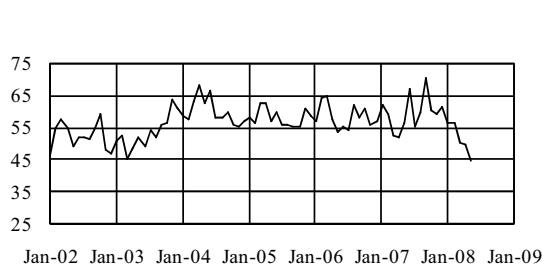
Blue Collar Employment improved seven points to stand at 50. White Collar Employment went up four to 53 in May. Inventory Levels dropped twelve points to 44. Capital Equipment is still very good. It went down a point to 63. The

Level of Purchasing Activities increased five points to 66.

The Prices Paid Index went down three points to a still high 77. All 2 are above 50. Six increased in price, three did not change, and twelve declined. Castings went down fourteen, Aluminum and Printing Paper dropped

thirteen. Forgings, Precious Metal. And Stampings declined eleven. Electric Motors went up nineteen points. Plating is up eight and Electronics are up six points.

### Milwaukee Index

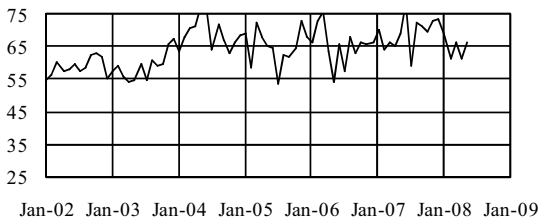


Date	Index
May-2008	44
April-2008	50
March-2008	50
February-2008	56
May-2007	56
May-2006	54
May-2005	57

### Commodity Price Index

Aluminum 75	Electronic Components 66	Plastics 89	<b>Commentary:</b> Down three to 77, but all 2 above 50.
Casting 80	Forgings 70	Plating 69	
Chemicals 88	Fuel ##	Precious Metals 77	
Computer Hardware/Software 53	Hydraulic Componentes 82	Printing Paper 58	
Copper, Brass, Bronze 89	Office Supplies 58	Rubber Products 73	
Corrugated/Packaging 60	Petroleum Products ##	Stampings 77	
Electric Motors/Transformers 77	Piping & Tubing 82	Ferrous (Steel, Stainless) ##	

### Level of Purchasing Activities



Date	Increase %	Same %	Decrease %	Index
May-2008	53	26	2	66
April-2008	45	33	23	6
March-2008	44	44	2	66
February-2008	38	46	5	62
May-2007	48	42	0	69
May-2006	32	44	24	54
May-2005	42	45	2	65

**Commentary:** Up five to 66. Must be doing a lot of re-scheduling.

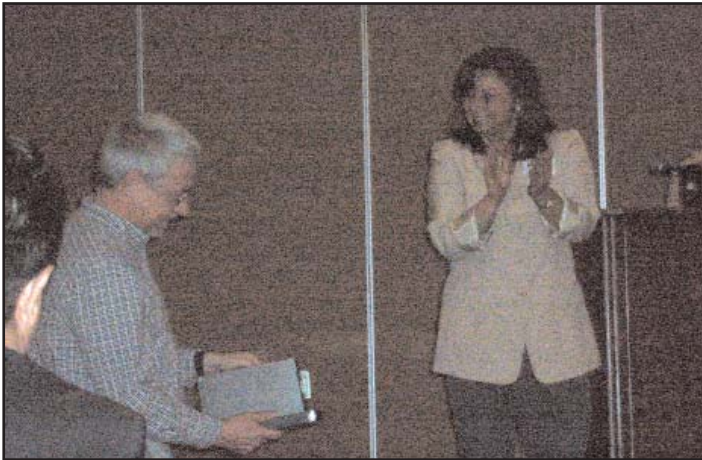
*Membership Page - Reflections from the May Meeting*



*Dining at the May Dinner Meeting*



*New C.P.M. Member Deborah Lynn Steed with President Mary Sieger, C.P.M.*



*Tom Moore of Quad/Graphics winning a BIG prize in the Bring-Em n' Bag-Em Membership Campaign.*



*Keynote Speaker Joe LaBarbera with President Mary Sieger, C.P.M.*



*Joe LaBarbera and Pat Bub*



**Question: How can volunteering your time to ISM-Milwaukee committees benefit you, as a professional and as a person?**

- Being a volunteer expands, complements, and enhances your professional résumé. Prospective bosses not only notice this kind of service, but it can influence their hiring decisions.
- When you participate in volunteer activities, you can make new and important contacts. It isn't always easy to meet people who can further your professional life and offer you advancement. Volunteering opens the door to connections you might not ever have imagined.
- One of the primary issues in building a career is the need to increase your profile. Volunteering can be a way to let others inside and outside your industry know who you are without showboating.
- Volunteering is an opportunity to try something new - and learn any number of new skills necessary to succeed in business. By taking a risk, you may discover aptitudes you might not otherwise learn that you possess.
- Even great jobs can be boring now and then. Volunteering will supply your mind with something new and invigorating. And that can lead you to fresh, surprising places.
- Growing a career can be difficult. Few people show up at a job with their talents full-blown. You need to learn so much, and yet learning experiences can be hard to come by. But you can pick up these skills by volunteering.
- Volunteering expands your horizons. It helps you to learn what others have to say in situations where you normally wouldn't venture. When you bring this wisdom back to the workplace, you'll profit from the exposure.
- Sometimes the best way to land the right job is to volunteer for one. You may be amazed at how many people have found the perfect job by lending a hand.
- Sometimes the most valuable key to a successful career is someone wise and senior who becomes a role model. These sage advisors can be hard to find, but by volunteering, you'll increase the likelihood of meeting one.
- The strange and unforeseen can happen when you volunteer. You can grow in ways you've never considered, and you can meet people you never knew existed.

If you would like to volunteer on an ISM-Milwaukee Committee, we would love to talk to you about a position that fits your schedule and interests.

E-mail us at [info@ismmilwaukee.org](mailto:info@ismmilwaukee.org) and tell us how you we can help you.