

INSIDE ISM-PITTSBURGH

Institute for Supply Management—Pittsburgh

February 2010

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Ethical Leadership with Mr. Bruce Bickel; Senior Vice President & Managing Director, Private Foundation Management Services, PNC Corporation

Mr. Bickel is senior vice president of PNC Wealth Management and managing director of The Private Foundation Management Services Group (PMFS), which are members of The PNC Financial Services Group. Bickel currently oversees 17 family foundations and one corporate foundation nationally, including five in the Pittsburgh area, and helps review approximately 700 grant applications per year.

In his role with PFMS, Bickel provides full service management and advisory roles to set up and maintain foundations. He assists in formulating a foundation's mission statement and establishing a system to manage each foundation's grant distribution and administrative responsibilities.

Bickel joined PNC in 1988 as a vice president and began managing the newly formed Charitable Trust Department of the Investment Management and Trust Division. He brought a wealth of knowledge and experience from 15 years in non profit organizations to his position as department manager. In 2000, he designed and implemented the newly established PFMS, which is now offered on a national basis.

(Continued on Page 3)

February 16, 2010

ISM-Pittsburgh

ISM-Pittsburgh Welcomes APICS Members

Meeting Date:	February 16, 2010
Location:	Sheraton Station Square Pittsburgh, PA
Forum Time:	4:30 p.m.— 5:30 p.m.
Networking:	5:30 p.m.— 6:00 p.m.
Dinner Meeting Time:	6:00 p.m.—8:00 p.m.
ISM Member Cost:	\$25.00
Non Member Cost:	\$35.00
Student Cost:	\$15.00

Reservations can be made by using the reservation fax form located within Inside ISM Pittsburgh, or via our web site at: www.ism-pittsburgh.org or e-mail: paulamis@comcast.net

ISM-Pittsburgh

Upcoming Slate of Events

February 16, 2010

Forum Program

Energy and the Cost Impact to Companies with Regard to Climate Control with Dr. Darryl Husenits; Vice President, M & SC, CONSOL Energy

Dinner Program

Ethical Leadership with Mr. Bruce Bickel; Senior Vice President & Managing Director, Private Foundation Management Services, PNC Corporation

Energy & The Cost Impact to Companies with Regard to Climate Control with Dr. Darryl Husenits, Vice President, SC & M, CONSOL Energy, Inc.

Dr. Husenits is the Vice President, Supply Chain and Materials, for CONSOL Energy, Inc. Darryl works for CONSOL Energy, whose general offices are located in Canonsburg, PA. He has served in varying management capacities for CONSOL.

Darryl is an active member within ISM-Pittsburgh and is the chairman of the annual ISM-Pittsburgh Golf Classic which benefits the ISM-Pittsburgh scholarship program.

Join ISM-Pittsburgh’s Mentoring Program ~ Participation is Easy and Flexible

ISM-Pittsburgh launched a Mentoring Program for supply management professionals last fall. If you are interested in participating in the program as either a mentor or a mentee, please contact Dr. Soheila Lunney or Ms. Ruth Siegel; ISM-Pittsburgh Directors who collaborated to launch the Mentoring Program.

Dr. Soheila Lunney; President of Lunney Advisory Group has over 20 years of supply management and business experience involving both domestic and international activities. She previously worked at Bayer Corporation and EDMC and currently serves on the Board of Directors of ISM-Pittsburgh. She may be contacted at soheilalunney@comcast.net

Ms. Ruth Siegel is a Consultant on the Spend Management Services Team at Ariba. Ruth has spent the last five years as a Sourcing Specialist. She has broad experience in sourcing commodities. Ruth received her Bachelor’s Degree in Professional Studies and a Masters Degree in Leadership from Duquesne University. She currently serves on the Board of Directors of ISM-Pittsburgh. Ruth may be contacted at rsiegel@ariba.com

Mission Statement

To serve the education, certification, communication and networking needs of supply management professionals in the Greater Pittsburgh area. We will do this to enhance the supply management profession, its image and ethical standards to maximize membership value.

Inside ISM-Pittsburgh

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Find us on the web at:

<http://www.ism-pittsburgh.org/newsletter.htm>

Inside ISM-Pittsburgh is the official publication of ISM-Pittsburgh and is published monthly.

If you wish to submit an article for publication, you may do so by contacting the editor. We reserve the right to edit and publish articles at our discretion.

The deadline to submit articles for the next edition is the 28th day of the month.

(Continued from Page 1)

Bickel serves on several charitable boards and provides volunteer consulting to both local and national non profits in the area of leadership, management and board development. In 2000, he was the recipient of the John Heinz Community Service Award for his work in the Pittsburgh area.

Bickel is a graduate of the United States Naval Academy where he received his bachelor of science degree in electrical engineering. In 1966, he received the Midshipman of the Year Award given by the Annapolis, Maryland Chamber of Commerce, as well as the Thompson Trophy, given to the graduating senior who has done the most to promote intercollegiate athletics at the Naval Academy.

Bickel will speak on Ethical Leadership at this month's dinner meeting.

REMINDER ~ ISM-Pittsburgh Membership Options

In this challenging economy, ISM-Pittsburgh would like to take a moment and review with our members, the options for membership renewal. Your membership is valued by the leadership of the affiliate and your professional development membership is more important today than ever before. If you have any questions on the options below, please contact Lisa Romango.

Regular Membership – includes membership with, and benefits from, both ISM and ISM-Pittsburgh. This category of membership is by far the most popular option, comprising 85% of ISM's total membership. Annual Rate: (\$210.00 + \$45.00 (one-time administrative fees). Administrative fees are not applicable to renewing members.

Associate Membership – includes membership with and benefits from the ISM-Pittsburgh affiliate, only. Annual rate: (\$100.00 + \$25.00 (one-time administrative fees). Administrative fees are not applicable to renewing members.

Direct Membership – includes membership with and benefits from ISM only. **No affiliate membership is included.** This category of membership is generally preferable for those that do not have a geographic affiliate nearby or a non-geographic affiliate within their industry or area of interest. Automatic membership renewal available. Annual Rate: (\$190.00 + \$20.00 (one time administrative fees). Administrative fees are not applicable to renewing members.

International Membership – essentially Regular Membership for those living/working outside the United States. This category of membership includes membership with, and benefits from, both ISM and your choice of one of a growing number of international affiliates including Canada, China, France, Mexico, South East Asia and more. Varies by country.

Certification News Forwarded from ISM

ISM introduces CPSM Exam and Bridge Exam Review courses that are designed to help supply management professionals prepare for their CPSM qualification. Course content covers a majority of topics within the CPSM; however, they are not all-inclusive. They are considered to be a supplement to a candidate's on-the-job and individual learning.



The CPSM Exam Review is designed as a review to help prepare supply professionals for taking the CPSM exams. Participants will gain an understanding of the CPSM program and of the breadth of content covered in each of the three CPSM exams:

- Exam 1: Foundation of Supply Management
- Exam 2: Effective Supply Management Performance
- Exam 3: Leadership in Supply Management

The CPSM Bridge Exam Review is designed as a review for current C.P.M. holders as part of their preparation for taking the CPSM Bridge Exam. It is intended to enable candidates to assess the knowledge they have acquired through education and experience against the content areas covered by the CPSM Bridge Exam. It is not intended for those planning to take the full CPSM Exam.

Register at www.ism.ws, then Seminars or call 800/888-6276 or +1 480/752-6276, extension 401.

Institute for Supply Management, 2055 E. Centennial Circle, Tempe, AZ 85284

ISM-Pittsburgh Re-Launching Focus Groups

Under the leadership of Ms. Renee Galloway; ISM-Pittsburgh Director of Focus Groups, ISM-Pittsburgh will re-launch its Focus Group Program. ISM Groups are composed of members with common interests for education and networking in various topics.

The objective of the affiliate Focus Groups is to bring together those with a common interest in a variety of areas and to create a sustaining group of supply management professionals who serve as resources for one another. A 2008 ISM-Pittsburgh Survey of the membership indicated several groups, which would be of particular interest to our membership. As a follow up to the survey, we want to again hear from you as to what Focus Group(s) you would want us to launch in the pilot phase of this new program. To assist us in this effort, please contact Ms. Renee Galloway at rgalloway@bc.pitt.edu.

Our goal is to consistently offer the most relevant resources and benefits to our members; therefore, please take the time to share your feedback on Focus Groups.

Certification Corner Authored by Dr. Michael McGinnis

CERTIFICATION CORNER FOR FEBRUARY 2010

This month's topic is "CPSM BRIDGE EXAMINATION EXAMINATION DIAGNOSTIC KIT – JUST OUT"

OVERVIEW

During the last week of January I was informed that ISM has published a diagnostic kit for C.P.M.s who are preparing for the CPSM Bridge Examination. I ordered a copy but will not have it in time for this column. It will be reviewed in the March *Certification Corner*.

PRODUCT DESCRIPTION

The ISM product description is as follows:

"Created just for Current C.P.M.s with a bachelor's degree, the CPSM Bridge Examination *Diagnostic Kit*, print version, is one of the most sought after CPSM study tools. It helps you focus your study efforts by identifying any area of supply management that need strengthening. You get a sample test for the CPSM Bridge Examination with a scoring chart and correct answers, including justifications and references. To be used with the CPSM *Study Guide*."

According to the ISM website the price is USD \$49 for ISM members and USD \$69 for nonmembers. Order Item number CPSM_BDK. You can order from the ISM website or phone ISM customer service at 800-888-6276.

QUESTIONS ON CERTIFICATION? CHECK THE INSTITUTE FOR SUPPLY MANAGEMENT WEBSITE AT www.ism.ws THEN CLICK ON "PROFESSIONAL CREDENTIALS."

STILL HAVE QUESTIONS? CONTACT ME AT mam47@psu.edu OR SEE ME AT ANY MONTHLY MEETING.

GOT IDEAS FOR FUTURE ISSUES OF "CERTIFICATION CORNER?" E-MAIL ME AT mam47@psu.edu OR SEE ME AT ANY MONTHLY MEETING.

Dr. Michael (Mike) A. McGinnis, CPSM, C.P.M., A.P.P.

Associate Professor of Business

Penn State New Kensington

Phone: 724-334-6158, Email: mam47@psu.edu

January 2010 ISM Report on Business~ Manufacturing Excerpt

January 2010 Manufacturing ISM Report On Business®

Manufacturing Index (PMI) at 58.4 %

DO NOT CONFUSE THIS NATIONAL REPORT with the various regional purchasing reports released across the country. The national report's information reflects the entire United States, while the regional reports contain primarily regional data from their local vicinities. Also, the information in the regional reports is not used in calculating the results of the national report. The information compiled in this report is for the month of January, 2010.

New Orders, Production and Employment Growing
Inventories Contracting
Supplier Deliveries Slower

(Tempe, Arizona) – Economic activity in the **manufacturing sector** expanded in January for the sixth consecutive month, and the **overall economy** grew for the ninth consecutive month, say the nation's supply executives in the latest **Manufacturing ISM Report**

The report was issued today by Norbert J. Ore, CPSM, C.P.M., chair of the Institute for Supply Management™ Manufacturing Business Survey Committee. "The manufacturing sector grew for the sixth consecutive month in January as the PMI rose to 58.4 percent, its highest reading since August 2004 when it registered 58.5 percent. This month's report provides significant assurance that the manufacturing sector is in recovery. Both the New Orders and Production Indexes are above 60 percent, indicating strong current and future performance for manufacturing. This month, 13 of 18 industries reported growth, up from nine industries last month, and this is a good indication that the impact of the recovery is expanding."

The 13 manufacturing industries reporting growth in January – listed in order – are: Apparel, Leather & Allied Products; Textile Mills; Machinery; Miscellaneous Manufacturing; Transportation Equipment; Paper Products; Nonmetallic Mineral Products; Computer & Electronic Products; Food, Beverage & Tobacco Products; Electrical Equipment, Appliances & Components; Wood Products; Fabricated Metal Products; and Plastics & Rubber Products. Furniture & Related Products is the only industry reporting contraction in January.

- "Commodity prices are moving up again." (Printing & Related Support Activities)
 - "We now believe that we will not have a good upturn until the 3rd quarter of 2010." (Primary Metals)
 - "Overall activity is significantly higher than we typically see this time of year." (Machinery)
 - "Orders from automotive very strong." (Electrical Equipment, Appliances & Components)
- "Lead times continue to be a problem for electronic components." (Computer & Electronic Products)

ISM-Pittsburgh Member Recognition

ISM-Pittsburgh is pleased to recognize the personal and professional accomplishments of our members. Let us hear from you regarding your personal or professional achievements and let us share the exciting news with your colleagues. Contact Ms. Lisa Romango at klromango@aol.com for publication.

Thank you to Mr. Brian Hixson and Allegheny Energy for hosting the Satellite Seminars for over ten years. Brian has generously given of his time and effort to provide an excellent site for the Satellite Seminar Offerings.

Sourcing Decisions How To Support Them Authored by Mr. Charles Dominick; SPSM

What Do Good Sourcing Recommendations Include?

When you are leading a sourcing project but the ultimate decision is going to be made by an executive not involved in the day-to-day sourcing activity, you must be able to provide a recommendation that addresses the executive's interests.

What are executives interested in? To simplify it, profits and risk. So, your recommendation should answer the questions: "Why is this sourcing decision the one with the most favorable effects on our organization's profits?" and "Why is this sourcing decision the one that represents the least risk for our organization?"

When addressing profits, you can point out any of the following that apply:

- * How the recommended supplier's price is lower than other alternative suppliers
- * How costs beyond just price (e.g., energy usage) are lower than those of alternative suppliers
- * How your organization can be more efficient (e.g., require fewer employees) by choosing the solution of the recommended supplier as opposed to those of alternative suppliers
- * How your organization may increase revenue more by choosing the solution of the recommended supplier as opposed to those of alternative suppliers

When addressing risk, you can point out any of the following that apply:

- * How the recommended supplier is more financially stable than alternative suppliers, using widely-accepted ratios of financial health
- * How the recommended supplier has more market share in your specific industry and, therefore, is more likely to be able to handle any challenges that are unique to your industry than alternative suppliers
- * How the recommended supplier has proven its ability to perform through real-world case studies, trade publication articles, references, and other forms of evidence.

Reprinted from the Tuesday, January 12, 2010 PurchTips

Authored by Mr. Charles Dominick, SPSM

President, Next Level Purchasing

Is your purchasing team capable of achieving a greater bottom-line impact?



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www.NextLevelPurchasing.com/impact

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ISM-Pittsburgh Welcomes Our Newest Members

Regular Membership

Rob Austin	Managing Director – Austin Consulting
Sonya Boyd	Category Manager, American Eagle Outfitters
Dan Froelich	Area Buyer, Carmeuse Lime & Stone
Marvin Huck	Director-Operations, Curtiss Wright
Alexander Nichols	President & CEO, WPMSSDC
Joachim B. Scheurich, CPSM	Director – Purchasing – Siemens

ISM Proposed Amendment to Bylaws

ISM proposed to its membership, a revision to its Bylaws with regard to Membership. Members had an opportunity to vote in favor of or opposed to, the proposal to open up Membership to “anyone interested in supply management”.

The vote was held and the membership approved the proposed bylaw change. Guidelines will be forthcoming from ISM and we will keep you informed of the potential impact of this change. At this time, ISM-Pittsburgh does not anticipate a significant change in the nature of its membership or its meetings.



2009-2010 ISM-Pittsburgh Slate of Events

Dinner Meetings: Third Tuesday of Each Month (**September – May**)

Plant Tour: October 20, 2009

Supply Management Month: March 16, 2010

Golf Classic: June 21, 2010

Dinner Meeting Location: Sheraton Station Square, Pittsburgh, PA

September 15, 2009

Forum Program: Mentoring to the Supply Management Professional

Forum Speaker: Dr. Soheila Lunney; President Lunney Advisory Group and Ms. Ruth Seigel; Commodity Specialist, Ariba, Inc.

Dinner Meeting Program: Optimizing Supply Management in Challenging Times

Dinner Speaker: Mr. Ernest Gabbard; Director Strategic Sourcing, Allegheny Technologies, Inc.

September 18, 2009

One Day Seminar

Advanced Negotiation Techniques and Contract Management

Instructor: Dr. Soheila Lunney; President, Lunney Advisory Group

October 9, 2009

One Day Seminar

Advanced Market Analysis

Instructor: Mr. David Hargraves; C.P.M., Director Strategic Sourcing, UPMC

October 20, 2009

Plant Tour: Giant Eagle Warehouse Facility

October 22, 2009

Satellite Seminar

Navigating the Numbers: A Supply Managers' Guide to Defining & Applying Economic & Financial Concepts

November 13, 2009

One Day Seminar

Supply Management Best Practices Generating Value and Revenue

Instructor: Dr. Soheila Lunney; President Lunney Advisory Group

November 17, 2009

Forum Program 1: Procurement Sustainability and Corporate Social Responsibility

Forum Speaker: Mr. James Baehr, Senior Advisor, Greybeard Advisors

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Forum Program 2: CPSM Exam Review

Forum Speaker: Dr. Michael McGinnis; Associate Professor, The Pennsylvania State University– New Kensington

Dinner Meeting Program: Introduction to ISM-Pittsburgh’s New Website & Leveraging the Web ~ Advanced Search Techniques for Supply Market Analysis ~ Finding the Best Information FAST!

Dinner Speaker: Mr. Keith Giuliani; President Savvior Technology Solutions with Ms. Erin Getty; Savvior Technology Solutions & Mr. David Hargraves; Director Strategic Sourcing, UPMC

December 15, 2009

Forum Program: Business Class: Etiquette Essentials for Success at Work

Forum Speaker: Karyn Litzinger ; President Litzinger Career Consulting

Dinner Meeting Program: The Secrets of Great Leadership

Dinner Speaker: Ms. Kathi Jobkar; C.P.M., Manager Strategic Sourcing, Allegheny Technologies, Inc.

January 19, 2010

Co-Hosted with the WPMSCD

Forum Program: SmartReader Strategies ~ Teaching Professionals How to Get What They Need from The Business Times

Forum Speaker: Mr. Timothy Sullivan; The Pittsburgh Business Times

Dinner Meeting Program: With All Due Respect ~ Communicating in Challenging Times

Dinner Speaker: Ms. Deborah Holland; President DLJ and Associates

February 5, 2010

One Day Seminar

Certified Professional in Supply Management Examination Review Course

Instructor: Dr. Michael McGinnis; Associate Professor, The Penn State University–New Kensington

February 11, 2010

Satellite Seminar

Topic Talent and Career Management for Supply Management Professionals

February 16, 2010

Co-Hosted with APICS

Forum Program: Energy and the Cost Impact to Companies With Regard to Climate Control

Forum Speaker: Mr. Darryl Husenits; Vice President, M & SCM, CONSOL Energy

Dinner Meeting Program: Ethical Leadership

Dinner Speaker: Mr. Bruce Bickel; Senior Vice President & Managing Director Private Foundation Management Services, PNC

March 16, 2010

Supply Management Month

All-Day Seminar

Boot Camp for Supply Management Professionals

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April 8, 2010

Half Day Seminar

Preventing & Negotiating After Back Door Selling

Instructor: Dr. Soheila Lunney; President, Lunney Advisory Group

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April 20, 2010

Forum Program 1: How to Build a Corporate Sustainability Program and Gain Employee Buy-In

Forum Speaker: Mr. Jerry Swart; Managing Director Environment; FedEx Ground

Forum Program 2: CPSM Exam Review

Forum Speaker: Dr. Michael McGinnis; Associate Professor, The Pennsylvania State University- New Kensington

Dinner Meeting Program: Supply Management's Role in Sustainability

Dinner Speaker: Ms. Diane Ramos; Adjunct Professor & Assistant Director, MBA-Sustainability Program & Dr. Robert Sroufe; Industrial Ecologist, John F. Donahue Graduate School of Business

April 22, 2010

Satellite Seminar

Topic TBD

April 25 - 28, 2010

ISM International Conference

San Diego, CA

May 13, 2010

One Day Seminar

Contract Law & Contract Writing for the Supply Management Professional

Instructor: Mr. Ernest Gabbard; JD, CPSM, C.P.M., CPCM, Director Strategic Sourcing, Allegheny Technologies, Inc.

May 18, 2010

Forum Program: Supplier Health and Risk Analysis

Forum Speaker: Mr. Ron Summerhill; CPSM, Manager Latrobe Specialty Steel

Dinner Meeting Program: Developing Competencies and Managing Your Workforce in Difficult Economic Times

Dinner Speaker: Ms. Lois Bradley; CEO & President, The Bradley Partnerships, Inc.

June 21, 2010

Golf Classic

Could Your Philosophy Be Tripping You Up by Dr. Allan Zimmerman

Dr. Zimmerman's TUESDAY TIP:

If you don't stand for something, you'll fall for anything.

What Dr. Zimmerman Has To Say About This:

A short time ago, Jim Rohn, one of the greatest personal development experts of all time, passed away. He wrote dozens of books and recorded dozens of motivational CDs, but he boiled all his work down to one sentence. He said, "Each person's personal philosophy is THE major factor in how his or her life works out."

Of course he had to learn that lesson the hard way, but once he did, he dedicated his life to helping others learn it the easy way.

When Jim was 25, he was broke and broken. He was being hounded by creditors, and he was being haunted by his messed-up relationships. But as Jim so often said, it never would have occurred to him to blame his philosophy for all his problems. Instead, he blamed his relatives who were always putting him down, and he blamed his cynical neighbors who wouldn't give him any money. He blamed the government, the high tax rate, the weather, the traffic, and just about everything else for his lack of success.

Then Jim was fortunate enough to get a job with a boss who coached him in the laws of success. His boss asked him to write down all the reasons for all the failures he had had. And Jim did. When his boss looked at the list, he said, "There's just one problem with this list. You aren't on it."

Like many of us, Jim got defensive. He said, "You don't understand. Things cost too much." His boss replied, "No, you can't afford them." And Jim protested, "That's all they pay." His boss countered, "No, that's all your worth."

As long as Jim played the blame game, as long he held the victim philosophy, he was going nowhere. He was stuck and powerless. But as soon as he changed his philosophy, his life, work, and record of success turned around. In essence, Jim went from thinking like a loser to thinking, "If it is to up, it is up to me."

You see ... it is not the circumstances in your life that determine your destination. It is your philosophy. As western novelist Louis L'Amour wrote, "Up to a point a man's life is shaped by environment, heredity, and movements and changes in the world about him; then there comes a time when it lies within his grasp to shape the clay of his life into the sort of thing he wishes to be... Everyone has it within his power to say, 'This I am today, that I shall be tomorrow'."

I agree with Jim Rohn and Louis L'Amour. Your philosophy of life and work will be a MAJOR factor in the quality of your life and work. And many organizations have grasped this fundamental truth. As I speak across the country and around the world in numerous organizations, I hear them talking about their corporate philosophy, purpose, vision, mission, and values. And frequently I'll see them post those things on the walls or put them in every employees' handbook.

That's great. It's important and it's healthy. But too often I see these same philosophies, purposes, visions, missions and values as too wordy, complex, unclear, and uninspiring. In fact, if you asked 5 different employees to quote those things back to you, in some companies you would get 5 different versions, and in other companies you'd only get blank looks.

I'd like to suggest you need to make it real simple. Don't get too hung up on what you call it ... a philosophy, purpose, vision, mission, or value. All you're really talking about are two things: 1) what you believe about success, and 2) how you're going to get it. If you clarify those two things, you'll be in great shape.

And it's one of the keys I teach in my "Journey to the Extraordinary" program. It's one thing Paul Schmall, the Vice President and Chief Engineer of the Moretrench American Corporation, commented on. As Paul noted, "The most powerful thing that I brought home from the 'Journey' was a clear sense of purpose. I now have my purpose written out, and I think of it every day. And I have given your 'Purpose CD' to many people. It hits everybody like a ton of bricks. Your message has an overtone of a deeper God-driven purpose. I love it. It's very real and very meaningful. I commend you for it."

Could Your Philosophy Be Tripping You Up by Dr. Alan Zimmerman

For an on-site program that addresses this information go to <http://srv.ezinedirector.net/?n=3454558&s=30119039>

So how do you get a philosophy or clarify your purpose?

1. Spend some time to think and write down WHAT you believe about success.

If you went to the self-help section of a bookstore, you could easily find a couple hundred books on success. But the only definition of success that really counts ... is yours. Have you taken time to think about? I hope you have ... because if you haven't taken the time to define success, chances are very good you'll end up somewhere else.

What does success mean to you? Financially? Relationally? Occupationally? Emotionally? Spiritually? Think about it. Brainstorm all your possible answers, and then write down everything that comes to mind. Don't worry about spelling, grammar, or punctuation. Just write, write, write as fast as you can ... capturing all your thoughts. On your second or third draft you can weed out the nonsense and refine your definition of success.

And you don't have to rush it. You may engage in this exercise several times over several weeks. And you may add some "good stuff" you learn from other sources.

That's what I did. For example, part of my philosophy is MAKING EVERY DAY COUNT. I hate wasting time. And I found a great quote from Dr. Heartsill Wilson that helped me reinforce that part of my philosophy. Dr. Heartsill said, "This is the beginning of a new day. I can do with this day what I will. I can waste it or use it for good, but what I do today is important because I am exchanging a day of my life for it. When tomorrow comes, this day will be lost forever leaving in its place what I have traded for it. I want it to be gain and not loss, good and not evil, success and not failure, in order that I shall not regret the price that I have paid for it."

Another part of my philosophy is MAKING SURE I KNOW ... and especially ... KNOW WHAT'S MOST IMPORTANT. Some ignoramus said, "Ignorance is bliss." No it's not. As Rohn so often noted, "Ignorance is not bliss. Ignorance is poverty, tragedy, illness, and devastation. What you don't know will hurt you."

That's why I'm always going to conferences, reading books, and listening to educational CDs. I want to know more, learn more, and out of that, especially know what's most important in life. I don't ever want to lose my focus. So I incorporated the following list into my philosophy. It says:

Three things in life that, once gone, never come back:

1. Time
2. Words
3. Opportunity

Three things in life that can destroy a person:

1. Anger
2. Pride
3. Unforgiveness

Three things in life that you should never lose:

1. Hope
2. Peace
3. Honesty

Three things in life that are most valuable:

1. Love
2. Family
3. Kindness

Three things in life that are never certain:

1. Fortune
2. Success
3. Dreams

Could Your Philosophy Be Tripping You Up by Dr. Alan Zimmerman

Three things that make a person:

1. Commitment
2. Sincerity
3. Hard work

Barbara Heiden from Cargill was able to clarify her purpose/philosophy at the "Journey" and got an incredible return on her investment as a result. She writes: "It's been several weeks since I attended your 'Journey to the Extraordinary' experience, and I wanted to update you on how things are going. Using your affirmation techniques, I am eating well-balanced meals, losing weight, and have more energy than ever! I got a new job that pays a great deal better, and even applied your techniques to our family finances for a net gain of \$125,000.00. I loved the 'Journey,' and as you can tell, I have made some very positive changes. Thanks!"

Once you've taken some time to think about and write down what you believe about success, there's a second part to getting your philosophy in shape. You've got to ...

2. Clarify HOW you're going to get it.

In other words, it's not enough to simply have a philosophy. You've got to live by it. Helen Keller, the blind/deaf author and lecturer knew that. She said, "Many persons have a wrong idea of what constitutes true happiness. It is not attained through self-gratification but through fidelity to a worthy purpose."

So I'd recommend the daily duo. In the morning, take 2 minutes to think about or read over your philosophy. Think about your upcoming day and HOW you're going to live out your philosophy at home and on the job. And then in the evening, take 2 minutes to think about HOW well you lived out your philosophy and where corrections might be needed in the future. The daily duo will help you stay on track, on purpose, and on philosophy.

Another way to help you live out your philosophy is to adopt a set of action statements. The more you reflect on them, the more you'll behave that way. That's why I personally like the creed of the Optimists' Club. You can't go wrong if you adopt their creed. It says:

Promise yourself...

To be so strong that nothing can disturb your peace of mind.

To talk health, happiness and prosperity to every person you meet.

To make all your friends feel that there is something in them.

To look at the sunny side of everything and make your optimism come true.

To think only of the best, to work only for the best and to expect only the best.

To be just as enthusiastic about the success of others as you are about your own.

To forget the mistakes of the past and press on to the greater achievements of the future.

To wear a cheerful countenance at all times and give every living creature you meet a smile.

To give so much time to the improvement of yourself that you have no time to criticize others.

To be too large for worry, too noble for anger, too strong for fear, and too happy to permit the presence of trouble.

Now the ball is in your court. Take some time to figure out: 1) what you believe about success, and 2) how you're going to get it.

Action:

Write down the words "Success is ..." and then write out 50 different endings to the sentence. You'll be on your way to having a philosophy that works for you.

Make it a 10 in 2010!

Dr. Alan Zimmerman

Reprinted from January 19, 2010 TuesdayTips, authored by Dr. Alan Zimmerman

ISM-PITTSBURGH OFFERS NEW PROFESSIONAL DEVELOPMENT AWARD

In these difficult economic times, individuals may be challenged to devote their own personal financial resources to efforts to become certified. As a professional development organization whose mission is education focused, the board of directors of ISM-Pittsburgh is pleased to offer a new professional development award to ISM-Pittsburgh members in good standing.

The award will be given for the achievement of a C.P.M. or CPSM certification. A maximum of five awards will be available in 2009 and granted on a first come basis. A copy of the specific criteria for the award is available upon request by contacting Ms. Paula Massey at paulamis@comcast.net. In addition, specific award questions may be directed to Mr. George Bissett; ISM-Pittsburgh First Vice President at georgebissett@consolenergy.com

A completed application, original receipts and a copy of proof of certification may be mailed to Ms. Paula Massey, 208 Woodview Drive, Beaver, PA 15009 or faxed to 724-508-0218.

Why wait to become certified? Do it Now! The Certification Cost Reimbursement Form is included on Page 20 of this month's newsletter. So, begin now to pursue your dream of becoming a certified supply management professional.

This program is in addition to the ISM-Pittsburgh Scholarship Campaign, which will again award scholarships to the most highly deserving candidates.

Welcome to Our Newest Platinum Sponsor

The Xerox logo is displayed in a large, bold, red, sans-serif font, centered within a white rectangular box.

Application for Certification Cost Reimbursement

Institute For Supply Management - Pittsburgh

Request for Certification Cost Reimbursement

Name _____ Member number _____

Do you have a company sponsored educational reimbursement plan? _____

If so, what percent of your educational costs are eligible for reimbursement? _____

years membership _____ # meetings attended in last 12 months _____

Employer _____ Supervisor _____

Employer address _____

Certification Achieved: _____ Date: _____

Expenses

Date	To Whom	Description	Amount
Total amount re- requested			

(Maximum awarded will be amount requested or \$750.00 whichever is less)
 Number of awards is limited to 5 for 2009 and will be available on a first come basis

I certify that the information provided above is accurate to the best of my knowledge

Signature: _____ Date: _____

Please attach original receipts and copy of proof of certification to this form

Professional Organizers Can Help Employees Unclutter Their Work Spaces authored by Ms. Ann Belser

Kathy Gullace had a tough time taking a lunch hour this week and going to the forum on organizing at the Carnegie Business Library Downtown.

During the 45 minutes of the program, e-mails continued to stream into her inbox. When she gets back from meetings, she is greeted by papers to deal with that she didn't have when she left.

Ms. Gullace, 33, was looking for some system to handle all of the extra stuff, the papers, e-mails and meetings that came along with her promotion five months ago at Highmark Blue Cross Blue Shield.

"Paper piles up. And the e-mails -- I have 11 e-mails that I got while I was sitting here," she said.

Patty Kreamer, a professional organizer and the author of "But I Might Need it Someday," said having a system is E.A.S.Y. (professional organizers are really big on acronyms. This one stands for eliminate, act on it, send it away and -- because F didn't work well in the acronym -- you file it).

She said to set up personal folders or baskets for e-mails that you need to keep, and to make those folders reflect the same folders that you have in your file drawers; delete the e-mails you don't need; send away any e-mails that pertain to others instead of you; take actions on the e-mails that need them; and then do one of the previous steps.

"You can even create folders for the people who send a lot of e-mail," she said.

And don't be afraid to delete e-mail because e-mail is rarely ever completely gone; either the sender has a copy or someone else they copied has a copy just in case you realize later that you needed the e-mail.

"Typically," she said, "No one dies when you get rid of an e-mail."

The trick in all of the organizing, both at home and at work, she said, is that it's not about where you can put something, but where you will be able to find it.

Mrs. Kreamer said there is a huge amount of lost productivity related to organization -- or more correctly the lack thereof.

In a survey of office workers taken this month, Office Depot reported that 57 percent of its respondents said reducing or eliminating the piles of paper on their desks at work is a top priority for the new year. Nearly a third of the people they surveyed said they had lost or misplaced an important document.

Almost half of the people surveyed said that being disorganized had cost them time at work.

Mrs. Kreamer said the problem could be more costly to companies than they realize. For instance, if an employee spends five minutes an hour looking for things, that adds up to four work weeks a year.

Mrs. Kreamer's business, Kreamer Connect Inc., specializes in businesses and home offices, putting together systems for office clutter. She works mostly on a contract basis, spending half-days, days or weeks at offices both coaching and getting her hands dirty as she helps workers organize their spaces. If hired on an hourly basis, she charges \$150 an hour, but the cost is really determined by the task at hand, she said.

"I love papers," she said, acknowledging that the thrill she gets from organizing loose piles of paper into neat rows of files does make her a bit weird. Once those files are made, she then indexes them and puts them into a spreadsheet so that it's even easier to find what is in the files.

(Continued on Page 20)

Professional Organizers Can Help Employees Unclutter Their Work Spaces authored by Ms. Ann Belser

(Continued on Page 20)

Dealing with paper and e-mails means making decisions about what to do with them.

A pile of papers is just a physical manifestation of postponed decision making. A filled e-mail box is virtual clutter.

Cleaning up clutter, whether at home or at work, is not something that has to be done all at once. "This is a process, not an event," Leslie McKee of McKee organizing service in Pittsburgh said during the presentation at the Carnegie Library.

If it takes four hours to clean and organize a desk area, that time, she said, can come in 15-minute increments, so that in 15 minutes here and 15 minutes there, the job can be done.

"This is hard," Ms. McKee said. "If it was easy you would have done it."

The reason for the organizers, she said, is to support people as they make decisions and to keep them focused while they decide what to do with their stuff, being it belongings or papers.

"It's building that decision making muscle," she said. "We keep you in that seat while you get better and better at it."

Ann Belser can be contacted at abelser@post-gazette.com or 412-263-1699

Reprinted from the January 4, 2010 issue of The Pittsburgh Post Gazette

Read more: <http://www.post-gazette.com/pg/10024/1030410-28.stm#ixzz0eXD8mkRJ>

**~SEMINAR & WORKSHOP
OFFERINGS FOR
PROCUREMENT PROFESSIONALS~**

ISM-Pittsburgh Sponsored All -Day Seminars

Date: September 18, 2009
Seminar: Negotiation Techniques & Contract Management

Instructed by: Dr. Soheila Lunney

Location: Ariba Headquarters

ISM Member Cost: \$450

Non Member Cost: \$550

Date: October 9, 2009

Seminar: Advanced Competitive Market Analysis

Instructed by: Mr. David Hargraves

Location: Ariba Headquarters

ISM Member Cost: TBD

Non Member Cost: TBD

Date: November 13, 2009

Seminar: Supply Management Best Practices Generating Value and Revenue

Instructed by: Dr. Soheila Lunney

Location: Ariba Headquarters

ISM Member Cost: \$450

Non Member Cost: \$550

Date: February 5, 2010

Seminar: Certified Professional in Supply Management Examination Review Course

Instructed by: Dr. Michael McGinnis

Location: Ariba Headquarters

ISM Member Cost: \$325

Non Member Cost: \$375

Date: March 16, 2010

Supply Management Month

Seminar: Strategic Boot Camp for the Supply Management Professional

Instructed by: Mr. Robi Bendorf

Location: Sheraton Station Square

ISM Member Cost: No Cost

Non Member Cost: \$280 (includes free 14 month membership in ISM-Pittsburgh)

Date: April 8, 2010

Seminar: Preventing & Negotiating After Back Door Selling

Time: 8:00 a.m.—12:00 p.m.

Instructed by: Dr. Soheila Lunney

Location: Ariba Headquarters

ISM Member Cost:

Non Member Cost:

Date: May 13, 2010

Seminar: Contract Law & Contract Writing for the Supply Management Professional

Instructed by: Mr. Ernest Gabbard; JD, CPSM, C.P.M., CPCM

Location: Ariba Headquarters

ISM Member Cost: \$450

Non Member Cost: \$550

ISM-Pittsburgh Satellite Seminars:

Date: February 11, 2010

Topic: Talent and Career Management for Supply Professionals

Date: October 22, 2009

Topic: Navigating the Numbers: A Supply Managers' Guide to Defining & Applying Economic & Financial Concepts

- Satellite Seminars will be held at Allegheny Energy's Offices located at 800 Cabin Hill Drive in Greensburg, PA.

- To register for each ISM-Pittsburgh Sponsored Seminar, contact Paula Massey; ISM-Pittsburgh at 724-508-0200 or fax registration to 724-508-0218. Non

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ISM-Pittsburgh Resume Distribution Service

In support of our mission, ISM-Pittsburgh offers resume distribution services to its members in good standing. If you are currently unemployed, underemployed or just seeking a change in employment, contact Ms. Paula Massey; ISM-Pittsburgh Secretary & Treasurer at paulamis@comcast.net.

ISM-Pittsburgh will place your personnel summary and resume information on file. When potential employers or recruiters contact the affiliate regarding open positions, your information will be shared with them.

Contact Paula today for additional details on this member benefit.

Special Offer for Pittsburgh ISM Members

Speaking with One Voice Program

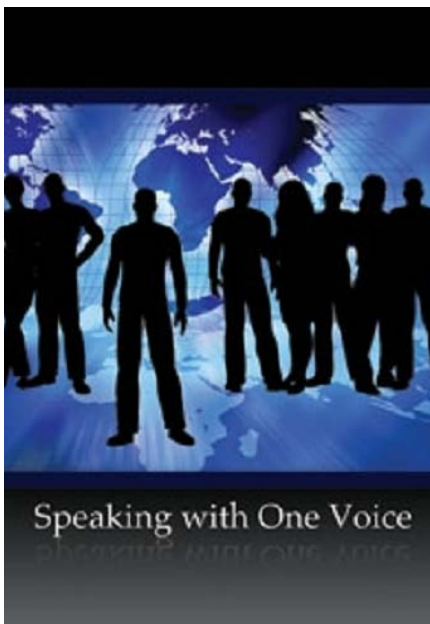
Are you frustrated with suppliers who do “end runs” around your sourcing teams?

Do you wish senior management would stop talking with suppliers, or at least ask you for input on what to say?

Does your supplier always seem to know more about what is happening at your company than you do?

Speaking with One Voice is a key success factor in strategic sourcing. Use Greybeard Advisors’ *Speaking with One Voice* program to create the necessary internal awareness and discipline throughout your company.

Greybeard Advisors LLC originally created this proprietary program for its training and consulting clients. Featuring narrated vignettes, the program has proved to be very effective in creating the necessary internal awareness and buy-in. The program is now available on DVD for corporate licensing to qualified end users.



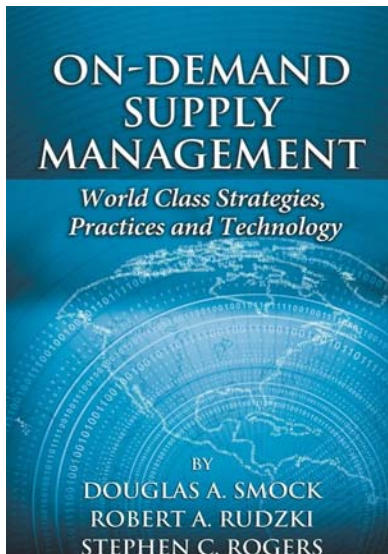
To learn more or to order:

Go to the Greybeard Advisors website, and click on the Resources navigation bar.

Or use this direct URL:

<http://www.greybeardadvisors.com/resources.htm>

To qualify for the ISM – Pittsburgh pricing (\$ 1,200 for a perpetual corporate license), use this PROMOTION CODE: **PittsISM2007**



ISM-Pittsburgh Book Review

Understanding the Enabling Role of Technology

Thought Leadership and Best Practices in Procurement and Supply Chain Management...

"Finally... a great book on how to successfully implement today's leading-edge procurement technology. *On-Demand Supply Management* is full of rich information and fresh new industry examples. It's a powerful guide that all procurement, IT and finance professionals will want to read."

– R. Gregg Brandyberry, VP Procurement, Global Systems and Operations, GlaxoSmith-Kline

"If you are a CPO, CFO or CIO, *On-Demand Supply Management* is a must read. It presents technology... that will separate the best from everyone else."

- Brad Holcomb, SVP and Chief Procurement Officer, Dairy Group, Dean Foods Company

"*On-Demand Supply Management* nicely combines purchasing best practices with new technology solutions... a great resource for purchasing professionals."

– Roberto Magana, Manager, Global Business Services Purchases, Procter and Gamble

The book's lead author is Bob Rudzki, President of Greybeard Advisors LLC (an ISM-Pittsburgh Gold Sponsor), and former SVP and CPO of Bayer Corp.

Order Straight to the Bottom Line® through the ISM Pittsburgh website (www.ism-pittsburgh.org), and we earn a commission!

February 16, 2010
ISM-Pittsburgh Dinner Meeting
APICS Members Welcome
FAX Reservation Form

REMINDER

Credit Cards Will No Longer Be Accepted At The Door

Please fax your completed reservation form to ISM-Pittsburgh at (724) 508-0218, or go to <http://www.ism-pittsburgh.org> for on-line reservations. **You may pay your dinner reservation in advance by including credit card information and faxing the reservation form to the secure fax number listed below.** Please register early. Dinner count is confirmed on the Thursday prior to the meeting.

Amount due:

Student: \$15.00

Member with Advance Reservation: \$25.00

Non-Member Reservation: \$35.00

Please remember if you make a reservation and do not cancel, ISM-Pittsburgh is charged for the price of the dinner. **Therefore, effective September, 2004, if you make a reservation and do not attend the dinner meeting you will be billed for the price of the dinner.** To cancel dinner reservations, you must call (724) 508-0200 no later than noon on the Monday prior to the Tuesday dinner.

*Advance Reservations must be received prior to 12:00 p.m. on the Thursday prior to the event.

Date of Dinner: _____

Name: _____

(As you wish it to appear on name badge)

Company: _____

Phone Number _____

Fax Number: _____

E-Mail: _____

Guest(s): _____

Credit Card Info: _____

(Please type or print your numbers clearly)

Expiration Date: _____

I Will Attend:

Forum Only _____

Forum & Dinner _____

Dinner Only _____

Vegetarian Dinner Requested _____

Are you attending your first ISM-Pittsburgh Dinner Meeting? Yes _____ No _____

PLEASE FAX REGISTRATION TO : (724) 508-0218

ISM-Pittsburgh Sponsored Satellite Seminar

Talent and Career Management for the Supply Professional

Name: _____

Title: _____

Company: _____

Street Address: _____

City/State/Zip Code: _____

Bus. Phone #: _____ Bus. Fax #: _____

Email: _____

Credit Card Information: _____

TOPIC: Talent and Career Management for the Supply Professional

DATE: February 11, 2010

LOCATION: Allegheny Energy's Offices ~ 800 Cabin Hill Drive ~ Greensburg, PA

SEMINAR: 10:00 a.m. to 2:00 p.m.

LENGTH : Four hours

ISM MEMBER SEMINAR COST: FREE

NON MEMBER SEMINAR COST: \$25.00

FAX RESERVATION TO: PAULA MASSEY - 724-508-0218

Continuing Education Hours will be Awarded

ISM-Pittsburgh Announces

Our Annual Supply Management Month Seminar

March 16, 2010

Boot Camp for The Strategic Supply Management Professional

Advancing the Supply Manager Function to its True Importance

Instructed by Mr. Robi Bendorf

See Robi's Biography on the Following Page

Name: _____

Title: _____

Company: _____

Street Address: _____

City/State/Zip Code: _____

Bus. Phone #: _____ Bus. Fax #: _____

Email: _____

Credit Card Information: _____

TOPIC: Boot Camp for the Strategic Supply Management Professional

DATE: March 16, 2010

LOCATION: Sheraton Station Square

REGISTRATION: 8:00 a.m..

SEMINAR: 8:30 a.m. to 4:30 p.m.

LENGTH : Seven hours and one hour lunch

ISM MEMBER SEMINAR COST: FREE for ISM Members in Good Standing

NON MEMBER SEMINAR COST: \$280.00 *includes a FREE 14-Month Membership in ISM-Pittsburgh*

FAX RESERVATION TO: PAULA MASSEY - 724-508-0218

Biography - Robi Bendorf, CPSM, C.P.M., M.ED

Robi Bendorf has over 30 years of purchasing and sales experience, involving domestic and international activities, for a broad range of manufacturing and service businesses. He has extensive experience in consulting & training in purchasing, contracts, reengineering the supply management process, the management of procurement functions, global sourcing of materials and components, reducing cost of purchased materials and services, and negotiation of complex transactions and contracts. He has held purchasing and contracts management positions in high volume manufacturing, subcontract, job shop, and service operations, involving gas turbine manufacturing, power generation, nuclear and fossil power plants, electrical distribution and control, air conditioning equipment and global sourcing services.

Prior to becoming a full-time consultant in 1994, he served as Manager of Customer and Supplier Development for the Westinghouse Trading Company. He has given presentations on numerous purchasing and contract management topics to the Institute of Supply Management (ISM/NAPM), major universities, and numerous in-house seminars for industrial & services clients in the US and over 150 public seminars internationally. He was selected to present seminars at the last 13 Institute of Supply Management International Conventions and is the contributor of numerous articles published in Purchasing Today and Inside Supply Management. Robi was selected as ISM's National Person of the Year in both Global Resources and in Education/Learning.

Clients include Ethicon Endo Surgery (Division of J&J), Knoll Furniture, Florida State University, Duquesne University, American Air Filter, Tippins Steel, Dormont Manufacturing, Medrad Medical, Westinghouse Electric Corporation, The Elliot Company, IDEX, the University of Pittsburgh, Blue Cross Blue Shield of Minnesota, SAE International, Bettis Atomic Power, Industrial Scientific, C-COR Electronics, Allegheny Teledyne, Duquesne Power & Light, Ferro-Washington, Johnson & Johnson Medical, Human-I-Tees, Sony, American Video Glass, Stanley Furniture, Mannesmann Rexroth, Atlantic Packaging Company, First Energy Corp., Corning, The Walt Disney Company, Total Safety Inc, Calgon Carbon, Argo-Tech, , Piper Aircraft, Vistakon (Div of J&J), NCS Pearson, Ohio Wholesale Company, Schering-Plough, Curtiss-Wright Electro Mechanical Corp., DePuy Orthopaedics , Alcon Labs, Graco, Cordis (Div of J&J), Chevron Texaco, the Institute of Supply Management, U.S. Fuel Division of Westinghouse Electric Company, the Russell Corporation, JCPenney Company, Centocor (Div. of J & J), GKN Aerospace, IDL Merchandising Solutions, Creative Technology, Allegheny Energy, Bre Properties, American Society of Materials, A T&T, Sunoco, Exxon Mobile, and TJ Maxx.

Robi is a lifetime C.P.M., and has received ISM's new certification, the CPSM. He has an undergraduate degree from the University of Texas, and a Masters Degree from Penn State University.

His energetic and enthusiastic style, combined with extensive functional experience, makes him an excellent consultant, trainer, and facilitator of change.

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