

INSIDE ISM-PITTSBURGH

Institute for Supply Management—Pittsburgh

March 2010

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Boot Camp for the Strategic Supply Management Professional with Mr. Robi Bendorf ; CPSM, C.P.M., M.ED

Join ISM-Pittsburgh and Mr. Robi Bendorf as we celebrate Supply Management Month. As we recognize our peers and our profession, we invite you to join us as we offer an exceptional seminar; "Boot Camp for the Strategic Supply Management Professional".

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, sub-contract, 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.

(Continued on Page 2)

March 16, 2010 ISM-Pittsburgh ISM-Pittsburgh Celebrates Supply Management Month

Meeting Date:	March 16, 2010
Location:	Sheraton Station Square Pittsburgh, PA
Registration:	8:00 a.m.— 8:30 a.m.
Seminar:	8:30 a.m.— 4:30 p.m.
ISM Member Cost:	FREE
Non Member Cost:	\$280.00 includes a FREE 14 month membership in ISM-Pittsburgh

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

March 16, 2010
Supply Management Month

*Boot Camp for the Strategic
Supply Management Professional
with Mr. Robi Bendorf*

April 20, 2010

*Forum 1: Sustainability
Forum 2: Certification
Dinner Program: Sustainability*

Boot Camp for the Strategic Supply Management Professional with Mr. Robi Bendorf; CPSM, C.P.M., M.ED

(Continued from Page 1)

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.

To register for the Supply Management Seminar, please complete the Registration Form on Page 25 of the March issue of Inside ISM-Pittsburgh. For additional information on Mr. Bendorf, please see his complete biography on Page 26 of the March issue of Inside ISM-Pittsburgh.

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. Shoheila 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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<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.

ISM Member Benefit~ The \$avings \$ource

Mark your calendar to check for new deals revealed at ISM's **\$avings \$ource** on the second Tuesday of every month. Available to members only, receive additional savings on featured ISM products and programs to help you make a difference in your supply management career.

Don't wait to place your order. There are limited quantities discounted up to 50% off the ISM member price*. Visit www.ism.ws for Membership Information and select ISM-Pittsburgh as your affiliate of choice and let the savings begin.

Examples of This Month's Deals:

Green to Gold—Item #B98

Explore what every executive must know to manage the environmental challenges facing society and business. Read clear how-to advice and concrete examples from companies like BP, Toyota, IKEA, GE and Nike that are achieving both environmental and business success. Written for executives at every level and for businesses of all kinds and sizes, you will be guided through a complex new world of resource shortfalls, regulatory restrictions and growing pressure from customers and other stakeholders to strive for sustainability.

Focus on Negotiation-Item #FONEG

Focus on Negotiations provides an in-depth look at negotiation basics, planning and preparation, effective negotiating techniques and strategies, complex negotiation situations and the use of technology in negotiations. This collection of more than 40 previously published ISM articles gives you all the information you need for win-win negotiations.

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; CPSM, C.P.M.,

This month's topic is "CPSM BRIDGE EXAMINATION DIAGNOSTIC KIT, PRINT VERSION"

OVERVIEW

In late January ISM introduced the *CPSM Bridge Exam Diagnostic Kit Print Version*. This kit is a sample CPSM bridge examination together with scoring tables, an explanation of correct answers, and a key the tasks tested in the bridge examination. Of eighty-one tasks in the CPSM Examination, sixty-one have at least some material that is included in the bridge examination.

The following paragraphs discuss the features of the *CPSM Bridge Exam Diagnostic Kit, Print Version* and how they will be useful in preparing for the three CPSM bridge examinations

ORGANIZATION

Following the introduction, the diagnostic kit is organized into five sections. They are:

CPSM Bridge Examination. This section provides an overview of the CPSM bridge examination's content. It then discusses the examination's characteristics, types of questions and examination process levels, technical properties of the CPSM Bridge Examination, and writing/reviewing exam questions. The final section identifies the number of questions from each of the CPSM examination tasks.

How to Use the CPSM Bridge Exam Diagnostic Kit, Print Version provides brief how-to-do-it instructions for using the kit.

CPSM Bridge Exam Diagnostic Test includes an overview of the exam and two blank answer sheets provided for recording answers when the sample examination is taken. **I recommend that you photocopy the answer sheets and avoid any writing in the diagnostic kit.** The backbone of the diagnostic kit is the sample examination. After completing the examination the answer key, scoring table, and conversion table enable you evaluate your overall performance on the examination, identify tasks where you have solid knowledge, and identify tasks that need additional study. The final portion of this section provides a rationale for the answer to each question and identifies references for additional study. This provides a convenient method for cross-checking your knowledge base.

FEATURES OF INTEREST

The purpose of the *CPSM Bridge Examination Diagnostic Kit, Print Version* is to help those preparing for the CPSM bridge examination (a) learn the material covered, (b) focus his/her efforts on tasks that need that need additional study, and (c) become familiar with the CPSM bridge examination. Some useful features of the diagnostic kit include:

Sample examination questions that are keyed to specific tasks. This means that, after completing the sample examination, the individual can self critique and focus their study efforts.

The conversion table and score report provides feedback on the individual's performance on the examination overall and detailed feedback and their understanding of each task. This also helps the individual focus efforts on tasks that need further study.

The answer justification rationale and references provides information on the correct answer for each question and refers the individual to relevant references. This helps the individual (a) better understand the rationale for each question, (b) better understand the thinking of those who prepare examination questions, and (c) find specific references for further study.

OVERALL ASSESSMENT

The *CPSM Bridge Exam Diagnostic Kit, Print Version* is one of the two most important tools you can use when preparing for the CPSM bridge examination. The diagnostic kit, together with the three-part *CPSM Study Guide*, will provide a foundation that enables those preparing for the CPSM bridge examination to evaluate their knowledge base, develop an effective program of study, and determine when they are ready to take the actual examinations. For some, additional study materials may be helpful. However, a program of study that does not include the *CPSM Study Guide* and the *CPSM Bridge Exam Diagnostic Kit* will usually not provide the structure needed to study efficiently and effectively.

ORDERING INFORMATION

The *CPSM Diagnostic Kit, Print Version* can be ordered online from the Institute for Supply Management website (www.ism.ws) then click on "Products" then "CPSM Study Materials", or by phone from ISM customer service (800-888-6276 extension 401). The ISM item number for the *CPSM Bridge Exam Diagnostic Kit, Print Version* is CPSM_BDK. Pricing is \$49 for ISM members/ \$69 for non-members. Prices are plus shipping.

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

February 2010 ISM Report on Business~ Manufacturing Excerpt

February 2010 Manufacturing ISM Report On Business®

Manufacturing Index (PMI) at 56.5 %

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 February, 2010.

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

(Tempe, Arizona) — Economic activity in the **manufacturing sector** expanded in February for the seventh consecutive month, and the **overall economy** grew for the tenth 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 seventh consecutive month during February. While new orders and production were not as strong as they were in January, they still show significant month-over-month growth. Additionally, the Employment Index is very encouraging, as it is up 2.8 percentage points for the month to 56.1 percent. This is the third consecutive month of growth in the Employment Index. With these levels of activity, manufacturers are seemingly willing to hire where they have orders to support higher employment."

The 11 manufacturing industries reporting growth in February — listed in order — are: Machinery; Paper Products; Apparel, Leather & Allied Products; Computer & Electronic Products; Miscellaneous Manufacturing; Transportation Equipment; Textile Mills; Plastics & Rubber Products; Electrical Equipment, Appliances & Components; Fabricated Metal Products; and Food, Beverage & Tobacco Products. The five industries reporting contraction in February are: Wood Products; Furniture & Related Products; Primary Metals; Printing & Related Support Activities; and Chemical Products.

- "Depends on division, plant and market served." (Transportation Equipment)
- "Current economy has killed new capital sales." (Machinery)
- "Commodities are firming again." (Food, Beverage & Tobacco Products)
- "First quarter orders up compared to prior two years!" (Fabricated Metal Products)
 "...lead times for electronic parts are pushing out to 8 to 24

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.

Consol Energy Focuses on process improvement during down economy by Mr. William Atkinson

It's just as easy to "hemorrhage" money in good times with inefficient supply chain processes as it is in bad. It's just more noticeable in bad. For Consol Energy, though, any time is the right time to focus on process improvement.

Canonsburg, Pa.-based Consol is the nation's second largest coal mining company and is also involved in gas production. "We are always looking for ways to tailor processes to meet our changing business needs," notes George "Doc" Bissett, a business process manager within the company's supply chain management group. "Given the state of the economy, we want to make sure that our processes are as efficient as possible."

For Consol, the first step toward supply chain effectiveness has always been to make sure that it obtains and maintains compliance with all the processes that it already has in place. For example, in 2010, it is trying to make sure that all goods and services are going to be run through the company's enterprise resource planning (ERP) system. "By capturing all of our spend data, we will be able to go out and negotiate better," explains Bissett. "Since we are a publicly-held company, it also helps with compliance."

The second step toward supply chain success is to identify and implement new processes. One of these relates to the way the company collects safety-related information on the contractors and suppliers it hires. "Being a coal mining and gas company, safety is a top concern for us," Bissett emphasizes. "We are looking for systems to better ensure compliance with our safety requirements from the contractors that we deal with."

The company's safety department issues safety packets to contractors and obtains the data that is necessary for contractors to do business with Consol. For example, the company wants to make sure that all contractors have the proper insurance coverage, including keeping track of expiration dates, and that contractors are complying with drug and alcohol testing requirements. "Any time we issue orders, we need to make sure that these contractors are in compliance with all of these," says Bissett.

Currently, all of this information is being gathered and stored manually but Consol is looking at the idea of the contractors being able to report this information over the Internet. A third-party would then track the information and verify the accuracy of the numbers. "This would put all the information in one location and provide us with real-time data, rather than information that is a few months old. This is important when issuing contracts."

The company is also considering another process designed to streamline supply chain activities with contractors. It is currently reviewing the idea of using an AP (accounts payable) card for capturing some of the spend that Consol contractors need to be involved in. An AP card is a commercial card that can be used to support the payment process in a centralized accounts payable environment. "A lot of companies currently accept commercial cards for payment, and we are thinking about offering this to our suppliers as a way for some of them to get payments in a timely fashion," Bissett says. "In today's environment, cash flow is important to everyone."

(Continued on Page 9)

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ISM-Pittsburgh Welcomes Our Newest Members

Regular Membership

Kelsey Carpenter; Guest Services Manager, Simon Property Group

Tom Emmerling; Buyer, HJ Heinz

Michael Krisfalusi; Director of National Supply Chain, RRI Energy

Mark Miller; Commodity Manager, SAE Intl.

Antoinette M. Morgan, C.P.M.; Buyer & Material Planner, ABB, Inc.

Christine Schoen; Sr. Supply Chain Specialist, MSA

Consol Energy focuses on process improvement during down economy by Mr. William Atkinson

. (Continued from Page 7)

If Consol did move ahead with this, it would be optional, not required. If and when it was used, it would provide some added value to the company, in that it would give the AP department an additional method of issuing payments. "Also, the bank we worked with would be able to capture some rebate potential for us," he adds.

Article authored by Mr. William Atkinson -- Purchasing, 2/11/2010 2:00:00 AM
www.purchasing.com



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 WPMSDC

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

Instructed by Mr. Robi Bendorf; CPSM, C.P.M, M.ED

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April 8, 2010

Half Day Seminar

Preventing & Negotiating After Back Door Selling

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

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

APICS Co-Sponsored Event

Forum Program: Developing Competencies while Managing Your Workforce in Difficult Economic Times

Forum Speaker: Ms. Lois Bradley of The Bradley Partnerships, Inc.

Dinner Meeting Program: Energy and the Cost Impact to Companies with Regard to Climate Control

Dinner Speaker: Dr. Darryl Husenits; Vice President; SC & M, Consol Energy

June 21, 2010

Golf Classic

Three Driving Forces of Change and How You Can Master Them by Dr. Allan Zimmerman

"You don't realize how fast the future is coming until you recognize how fast the past has gone."

John Robben, writer

What Dr. Zimmerman Has To Say About This:

Talk about exciting and scary. We're living and working in a time of great change ... in fact, the greatest change in all of human history. And there isn't a place anywhere in the world where I speak that people and their organizations aren't in great turmoil. Everybody seems to be experiencing some degree of fear, worry, anxiety, and stress.

Of course, we can all relate to that turmoil. After all, millions of people have lost their jobs, homes, and incomes. And to make matters worse ... or perhaps better... futurists tell us that 80% of us are working at jobs today that won't exist 10 years from now. Instead, we'll be producing products and services that do not presently exist for companies that do not presently exist.

All of that can be quite disconcerting ... unless you understand what is driving the change so you can prepare for the change. I see three driving forces.

And if you want a greater, in-depth, step-by-step analysis of how to manage change, you can get a copy of my audio CD entitled "The Human Side of Change: How To Go From Chaos To Control." Go to: <http://srv.ezinedirector.net/?n=3556754&s=30119039>

The three driving forces of change are as follows.

1. Information explosion

It's mind boggling, to say the least. If you took all the accumulated knowledge in the history of the world and put it into a pile, you'd have an enormous pile. But 3 years later, you could put another pile of the same size next to the first one, and it would consist of all the new knowledge that has accumulated in just those 3 years.

New knowledge breeds new knowledge. One idea leads to another idea and another ten ideas. Knowledge doesn't just grow; it multiplies.

No one knew that better than the world-famous, Nobel-winning physicist Dr. Albert Einstein. While teaching at Princeton, he was walking back to his office after giving his students their final exam. As he walked along, he was accompanied by his teaching assistant who asked, Dr. Einstein, wasn't that the same exam you gave last year?"

Einstein said, "Yeah, the same exam." But his assistant wondered, "How could you give the same exam 2 years in a row?" Einstein answered, "Well, the answers have changed."

How true. Information explosion brings new knowledge, new answers, and even new words. Perhaps you've heard some of the newest words floating around some organizations these days. They include:

*BLAMESTORMING: Sitting around in a group, discussing why a deadline was missed, how a project failed, and who was responsible.

*ASSMOSIS: The process by which some people seem to absorb success and advancement by kissing up to the boss rather than working hard.

*CUBE FARM: An office filled with cubicles.

*PRAIRIE DOGGING: When someone yells or drops something loudly in a cube farm, people's heads pop up over the walls to see what's going on.

*MOUSE POTATO: The on-line, wired generation's answer to the couch potato.

*STRESS PUPPY: A person who seems to thrive on being stressed out and whiny.

Three Driving Forces Behind Change ... by Dr. Alan Zimmerman

(Continued from Page 13)

*SWIPEOUT: An ATM or credit card that has been rendered useless because the magnetic strip is worn away from extensive use.

*XEROX SUBSIDY: Euphemism for swiping free photocopies from one's workplace.

*PERCUSSIVE MAINTENANCE: The fine art of whacking the heck out of an electronic device to get it to work again.

*OHNOSECOND: That minuscule fraction of time in which you realize that you've just made a BIG mistake, such as hitting "Send" on an e-mail by mistake.

So yes, information explosion is driving change, but most people are woefully unprepared. They're not keeping up or even trying to keep up with the information that will be critical to their personal and professional success. According to the American Booksellers Association, 80% of American families did not buy or read a single book last year. And 58% of American adults never read another book after they finish high school, including 42% of college grads. Apparently, books are widely distributed and evenly ignored.

It makes no sense to me. If you're going to survive and thrive in the midst of information explosion, you must make a commitment to knowledge acquisition. Knowledge is the raw material of success. And knowledge ... turned into skill ... is one of the ways you can cope with change and succeed in change.

Contrary to popular opinion, ignorance is not bliss. As the Haitian proverb states, "Ignorance doesn't kill you but it makes you sweat a lot." And lose a lot.

But there's no need for that. Information is everywhere. Take advantage of it. Read books and educational articles. Listen to motivational recordings. Go to seminars. The top 10% in any field ALWAYS do that, and they do it on a consistent, regular basis. As Benjamin Franklin said, "We are all born ignorant, but you have to work hard to stay that way."

Another major driving force in our world of change is...

2. Technology

It wasn't too many years ago people used to brag about being computer illiterate. They would pronounce, somewhat proudly, they didn't even know how to turn on a computer. And people around them would nod and smile. But now, if you were to say you didn't know how to turn on a computer, people would no longer nod and smile. They will look at you with pity.

If you're going to make it in these changing times, you must understand two things about technology. First, it's coming out faster and faster. According to Gordon Moore's law, the speed of information processing doubles every 2 years as the cost drops in half. And his law has proven to be right for 45 years.

Just look at these examples to see how the pace of technology is increasing.

TECHNOLOGY	YEAR INVENTED	YEAR MANUFACTURED	NUMBER OF YEARS FROM CONCEPTION TO PRODUCTION
Florescent light	1852	1934	82 years
Ball point pen	1888	1938	50 years
Television	1907	1936	29 years
Transistor	1940	1950	10 years
Computer	1946	1954	8 years
Nuclear fission	1941	1945	4 years

Of course, these days, the time between conception and production may be a matter of months or weeks instead of years. The pace of new technology is RAPIDLY increasing.

The second thing you must understand about technology is the fact that it is always resisted ... at first. As the great engineer Charles Kettering observed, "Everybody is naturally negative to anything outside his own experience."

Three Driving Forces Behind Change.... by Dr. Alan Zimmerman

(Continued from Page 14)

Almost every technological advance has some aspects to it that are unintelligible to the ordinary mind. And what people do not understand ... they deride out of ignorance or oppose out of fear.

Your only salvation is to keep up with the new technology and adopt those technologies that make sense in your career or your personal life. That's why my professional group ... called Master Speakers International ... spends a few hours every year sharing the new technologies we've learned and recommend to one another.

Despite the initial resistance that always comes with new technologies, there is some good news. Once you learn to use the new technology, you almost never want to go back to the old way of doing things.

I remember that when I was conducting seminars for the Safeway food stores years ago. As you may remember, grocery employees used to put a price sticker on every item in the store, and the cashier had to manually key in every price for every item at the check-out counter. The process was time consuming and the margin of error was high.

Then the bar code scanning system entered the grocery stores in the mid 1980's. It allowed the cashier to simply scan the grocery items across an instrument panel that automatically decoded and accurately recorded the prices. At first, the cashiers were skeptical. They were afraid of the new "cash registers."

But after their initial fear disappeared, the cashiers loved the new technology. There were fewer mistakes, and they could check out many more customers in a given period of time. Today, if the scanners were taken away and if the old cash registers were re-installed, the cashiers would not be happy.

The point is ... people forget the fear of change as soon as they realize the benefit of change.

Finally, the third driving force in change is...

3. Competition

It's everywhere. In fact competition is fiercer today than ever before in human history. Every business has to somehow or other compete with every other business on the face of the Earth.

With the explosion of information and technology, there just aren't that many ignorant, uninformed customers or prospective customers left anymore. Just about everybody knows what everything costs, or they can find out who sells it cheaper and delivers it faster somewhere else in the world. And just about everybody knows the difference between quality and a lack of quality, and they want quality.

But even those two things ... cost and quality ... are no longer good enough to stay competitive.

When I surveyed thousands of American managers years ago, I asked them what they thought was the key to success in the future of their business. They all said "quality". A short time later, while I was teaching in Japan, I asked the same question of Japanese managers. They all said "innovation". From their point of view, quality was a given; quality was the minimum requirement to even be in business. But it would take innovation to stay in business in such a highly competitive world. I think they were right.

You've got to innovate ... which means you've got to keep on changing things to satisfy your customer ... who wants a safer car, a more energy-efficient home, a faster computer, a more colorful cell phone, and a million new other products. The competition is providing those things, so you have to as well.

It's no longer safe to be a slow lion or a plodding gazelle. As the story goes, every morning in Africa, a lion wakes up and knows he must outrun the slowest gazelle or it will starve to death. And every morning in Africa, a gazelle wakes up and knows he has to run faster than the slowest member of the herd to live that day. So it doesn't matter if you're a lion or a gazelle, when the sun comes up, you'd better be running.

Action:

Design your own plan for your own continuing education so you stay on top of change rather than beneath it.

Dr. Alan R. Zimmerman, CSP, Speaker Hall of Fame
Zimmerman Communi-Care Network, Inc.

Alan@drzimmerman.com

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

Labor Market Insight ~ provided by Kelly Services, Marketing Information

January’s employment report reveals a labor market in the early stages of recovery. While payroll figures came in slightly below expectations, employers are now rapidly returning workers to normal hours and increasing overtime – a clear signal that job creation is coming into view. Average monthly job losses are down to 35,000 over the past three months.

The unemployment rate fell unexpectedly in January, but is still expected to move higher in the coming months as more workers re-enter the job market. Labor market indicators are sending mixed signals during this period of transition as both first-time jobless claims and on-line job demand increased during the month of January. These trends also suggest employers are looking to upgrade their employee talent coming out of the recession.

Goods-producing industries lost 60,000 jobs in January, with construction representing most of the decline. The small gain in manufacturing jobs (11,000) was the first in three years. Service-industries added 40,000 jobs as gains in temporary employment, retail and healthcare were offset by declines in state and local government. The temporary employment industry has created nearly 250,000 jobs over the past four months.

Evidence continues to support forecasts of a return to job growth in the coming months, but employment is still not expected to reach a level strong enough to significantly reduce the jobless rate until the second half of the year.

	Employment		Overview		
	Jan	Dec	Nov	Oct	Sept
Non-Farm Empl. Growth	-20K	-150K	64K	-224K	-225K
Unemployment	9.7%	10.0%	10.0%	10.1%	9.8%

Source: Bureau of Labor Statistics

“Mancession”: Fact or Fiction?

As labor markets move down the path to recovery, debate continues surrounding the gender impacts coming out of this “Great Recession”. Some argue this recession has had a disproportionate impact on male workers, while others suggest the “mancession” is simply overstated. As with most debates, the truth often falls somewhere in the middle.

Historically, recessions tend to have a greater impact on male workers since they dominate in segments of the workforce that respond most negatively during a downturn – namely construction and manufacturing.

Labor Market Insight: ~ Provided by Kelly Services, Marketing Information

(Continued from Page 18)

During the 2001 recession, men accounted for 78% of all jobs lost – which is actually somewhat *higher* than the percentage of male jobs lost between December 2007 and June 2009 (which is “unofficially” considered to be the timing of this recession). Taken alone, this might suggest there is nothing unique about this recession’s impact on male workers.

However, what makes this recession unique is the unprecedented difference, or “gap”, in the unemployment rates for male versus female workers (currently 10.8% for men and 8.4% for women). The “gap” peaked at 2.7 percentage points last August (2 to 3 times higher than the last three recessions) and is the largest since the Bureau of Labor Statistics began keeping records. Using these standards, the recession could be seen as having a disproportionate impact on male workers.

Regardless of your position on the issue, what cannot be argued is that sustained job creation remains the missing link in the current recovery.

Sources: nytimes.com (9/09), The Enterprise Blog (10/09); Reuters (10/09); Discovery News (1/10)

**~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: \$159.00
Non Member Cost: \$199.00

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: April 22, 2010
Topic: Rails, Roads, Water & Air~ Logistics, Inventory & Distribution

Date: February 11, 2010
Topic: Talent and Career Management for Supply Professionals

- 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 members may attend at a cost of \$25.00.

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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

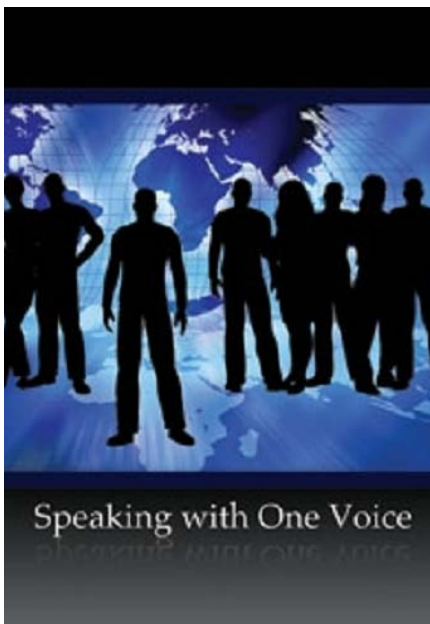
Are you frustrated with suppliers who do “end runs” around your sourcing teams?

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.

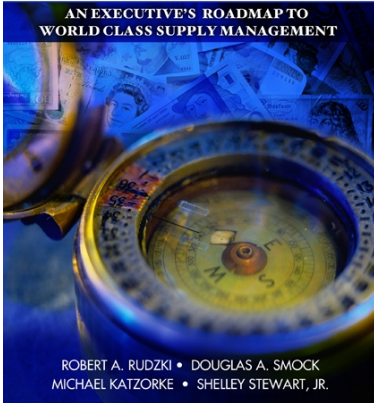
Or use this direct URL:

<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**

STRAIGHT TO THE BOTTOM LINE™

AN EXECUTIVE'S ROADMAP TO
WORLD CLASS SUPPLY MANAGEMENT



ROBERT A. RUDZKI • DOUGLAS A. SMOCK
MICHAEL KATZORKE • SHELLEY STEWART, JR.

ISM-Pittsburgh Book Review

Straight to the Bottom Line®

"Straight to the Bottom Line is the definitive work on procurement/supply base management. Every CEO, CFO, CPO and their boards who are interested in increasing shareholder value need to read this and then make it required reading for their management and procurement teams."

– Dick Conrad, Senior VP, Global Operations Supply Chain, Hewlett-Packard

Book Description:

During the past 20 years, the procurement and supply chain profession has radically evolved. Once a tactical and back-office function, it is now a strategic business opportunity that can be fundamental to the success of any organization. A few leading companies have achieved an enormous competitive advantage and outstanding bottom-line performance by incorporating a procurement and supply chain strategy into their core corporate strategy. Why haven't more companies seized this same opportunity? The reason is very simple: a lack of understanding at the senior executive level. Virtually all books on procurement and supply chain have been written for the day-to-day practitioner. Now, there is a book to explain this opportunity to all corporate executives, and also illustrate the leadership role the senior executive needs to play.

Straight to the Bottom Line will enable organizations to turn the enormous top-line and bottom-line potential of supply chain and procurement into reality. This is a book not just for procurement leaders, but for senior management as well.

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

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, Ferno-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.

Robi Bendorf
Bendorf & Associates
105 Regal Court
Monroeville, Pa 15146
Voice: 412-856-4453
Email: robi@bendorf.com
Internet <http://www.bendorf.com>

ISM-Pittsburgh Sponsored Satellite Seminar

Rails, Roads, Water & Air ~ Logistics, Inventory and Distribution

Name: _____

Title: _____

Company: _____

Street Address: _____

City/State/Zip Code: _____

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

Email: _____

Credit Card Information: _____

TOPIC: Rails, Roads, Water & Air ~ Logistics, Inventory and Distribution

DATE: Thursday, April 22, 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 Offers an Exceptional One Day Program

**Contract Law & Contract Writing for Supply Management Professionals
Instructed by Mr. Ernest Gabbard; JD, CPSM, C.P.M., CPCM**

See Course Outline on Page 29 of Inside ISM-Pittsburgh

Name: _____

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Company: _____

Street Address: _____

City/State/Zip Code: _____

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

Email: _____

Credit Card Information: _____

TOPIC: Contract Law & Contract Writing for Supply Management Professionals

DATE: May 13, 2010

LOCATION: Ariba Headquarters

REGISTRATION: 8:00 a.m..

SEMINAR: 8:30 a.m. to 4:00 p.m.

LENGTH : Seven hours

ISM MEMBER SEMINAR COST: \$450.00

NON MEMBER SEMINAR COST: \$550.00

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

Continuing Education Hours will be Awarded

Cancellation Policy: If for any circumstance you are unable to attend, a full refund will be issued up to two weeks before the seminar date. Cancellation within one week of the seminar will yield a 50% refund. A minimum of ten registrants is required or ISM-Pittsburgh reserves the right to postpone the seminar.

Contract Law & Contract Writing For Supply Management Professionals
Course Outline

The sophistication of the supply management profession necessitates that we understand the complex legal environment in which we operate, and that we be able to create contracts which protect our organization. This seminar provides a review of the laws affecting Supply Management Professionals, and applies contemporary legal principles to formation and content of contracts. Specific items covered are:

Sources & types of law

Contract formation

- oral contracts
- electronic contracts
- terms & conditions
- battle of the forms

Contract performance issues

- acceptance of goods
- breach of contract
- contract remedies

Services contracts

- legal distinctions
- contracting issues

Contract management processes

Intellectual property issues

International contracting issues

The objective is to provide the Supply Management Professional with the insights and tools necessary to create and manage simple to complex contracts. The essential components of contract management are also reviewed to assure that we obtain the intended benefit of our purchase/sales contracts.

This seminar has been described by previous participants as “relevant”, “insightful”, and “invaluable”. Our speaker is a supply management/contracting professional who is also an attorney, and he is committed to provide practical advice on the legal aspects of our profession.

Ernest G. Gabbard, JD, CPSM, C.P.M., CPCM

Ernest G. Gabbard has over 25 years of procurement and contracting management experience and is currently Director of Corporate Strategic Sourcing for Allegheny Technologies Incorporated in Pittsburgh. Ernest was previously in senior procurement and contracting management positions with Hughes Aircraft, Litton Industries, and Teledyne Industries.

He is a frequent speaker on these subjects at professional organizations such as Institute for Supply Management (ISM), and National Contract Management Association (NCMA). His articles on procurement and contracting management issues have been published in numerous national publications including "Inside Supply Management" and "Contract Management".

He earned several college degrees, including a Juris Doctorate (law) degree, and taught Procurement, Contract Management, and Contract Law classes for University of California and California State University. He is currently on the Board of Advisors for Supply Chain Management at Duquesne University in Pittsburgh

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