

THE Purchaser

Institute for Supply Management—Pittsburgh

May 2008

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The
2007-2008
ISM-Pittsburgh
Program
Meeting
Theme
Is

Supply
Management
~Fitness~

Strategies
for
Organizational

Dinner Meeting

International Sourcing and Contracting with Mr. Norman Hosford; MBA, DIPM, FCIPS, Chief Executive Officer with Feldbridge Associates

Norman Hosford has over 40 years of procurement experience in the aviation, insurance, telecommunications and central government sectors. Most of his career has been spent working in the UK, but he has also worked in the USA for 4 years and extensively in Europe, Africa and the Middle East.

He has substantial experience of strategic management, negotiation of major contracts, outsourcing, initiating and managing change programmes, process re-engineering and project management. Throughout his career Norman has developed a wide strategic view of procurement practice whilst focusing on bottom line cost reduction and quality service delivery.

Norman has category experience of managing international service contracts for, inter alia, aviation fuel, marketing and advertising services, airport services, catering, facilities and ICT.

He was the project manager responsible for ensuring a major airline's Y2K compliance of its international supplier base by some 2,000 major suppliers in 120 countries.

(Continued on Page 2)

May 20, 2008

**ISM-Pittsburgh
Dinner Meeting
Scholarship Recognition Evening
Sheraton Station Square**

Date:	May 20, 2008
Place:	Sheraton Station Square
Forums	4:30 p.m.—5:30 p.m.
Networking	5:30 p.m.—6:00 p.m.
Dinner:	6:00 p.m.—8:00 p.m.
Adv. Member Cost:	\$25.00
NonMem/Guest:	\$35.00
Student:	\$15.00

Reservations can be made by using the enclosed reservation fax form on Page 22 of *The Purchaser*, our web site at: www.ism-pittsburgh.org or e-mail: paulamis@comcast.net

For reservation information or to cancel your reservation, please call (724) 508-0200

Forum Roundtables

1. International Business Challenges with Mr. Antonio Morani; Director Strategic Sourcing; Thermo Fisher Scientific

2. Logistics and Transportation Issues with Mr. Jim Golding; Managing Director Purchasing

Fed Ex Ground

Dinner

International Sourcing and Contract with Mr Norman Hosford; CEO of Feldbridge Associates

ISM-Pittsburgh Dinner Meetings

May 20, 2008

June 16, 2008

~Golf Classic~

ISM-Pittsburgh Dinner Speaker (continued from Page 1)

More recently, he has coached and lead tutorials for CIPS Graduate diploma students from Britain and overseas including supplier appraisal, value for money, effective contract management, contract law and managing services.

Norman is a past Deputy Director of Partnership Sourcing, a company formed jointly by the Confederation of British Industry and the Department of Trade and Industry to encourage global competitiveness in UK companies.

FELBRIDGE ASSOCIATES

Feldbridge Associates was formed in 2000 to provide consultancy support for all aspects of Procurement, including strategic business diagnostics, consultancy, training and interim management.

Felbridge Associates can call upon the services of a range of purchasing practitioners with a wide field of expertise and considerable depth of experience.

Norman is Chief Executive Officer.

ISM-Pittsburgh Forum Roundtables: (1) International Challenges with Mr. Antonio Morani; Director Strategic Sourcing with Thermo Fisher Scientific and (2) Logistics & Transportation Challenges with Mr. James Golding; Managing Director Purchasing with FedEx Ground

Antonio Morani has been a Director of Strategic Sourcing with Thermo Fisher Scientific for the past 5 years. In 2003 he started the Indirect Sourcing group for the then Fisher Scientific Company, LLC. In late 2006 Thermo Electron merged with Fisher Scientific International to form Thermo Fisher Scientific. In his current role (Director – Global Indirect Sourcing), Tonio has global responsibility for Information Technology, Travel, e-Sourcing, and all indirect spend in Europe.

Previously Tonio was a Purchasing Manager with US Airways for 8 years and held a variety of roles responsible for General Purchasing, Information Technology, Marketing, and Strategic Sourcing. Prior to US Airways Tonio spent 4 years on active duty in the US Army as an Air Defense Artillery officer in the 7th Infantry Division.

Tonio holds a bachelor's degree in Business Economics from Brown University and a MBA from the University of Pittsburgh's Katz Graduate School of Business.

Mr. James Golding is the Managing Director—Purchasing for FedEx Ground. Jim manages an annual spend of \$1 billion. He and his team support over 500 locations that sort and distribute over 3,000,000 packages each business day. Jim's team is currently involved in procuring for a \$1.8 capital expansion plan, which will occur over a seven-year period

Prior to joining FedEx Ground in 2004, Jim worked as the Purchasing Manager-Operating Services for Aristech Chemical Corporation. Jim managed the procurement of all goods and services for capital projects.

[Institute for Supply Management—Pittsburgh](http://www.ism-pittsburgh.org)
PURCHASER

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Find us on the web at:

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

The Purchaser 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.

Mission Statement

To serve the education, certification, communication and networking needs of purchasing professionals in the greater Pittsburgh area. We will do this to enhance the purchasing profession, image and ethics and to maximize membership value.

April 2008 ISM Report on Business~ Manufacturing Excerpt

April 2008 Manufacturing ISM Report On Business®

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 April 2008.

PMI @ 48.6%

(Tempe, Arizona) — Economic activity in the **manufacturing sector** failed to grow in April, while the **overall economy** grew for the 78th consecutive month, say the nation's supply executives in the latest **Manufacturing ISM Report On Business®**.

The report was issued today by Norbert J. Ore, C.P.M., chair of the Institute for Supply Management™ Manufacturing Business Survey Committee. "The manufacturing sector failed to grow in April as the PMI fell below 50 percent for the third consecutive month. Manufacturers are in a situation where both new orders and production are slowly declining, but prices continue to rise at highly inflationary rates. Bright spots this month are the growth in the Backlog of Orders Index after six consecutive months of decline, continued strength in new export orders and a reduction in customers' inventories."

The seven industries reporting growth in April — listed in order — are: Computer & Electronic Products; Miscellaneous Manufacturing; Printing & Related Support Activities; Paper Products; Transportation Equipment; Machinery; Furniture & Related Products; and Chemical Products. The industries reporting contraction in April are: Wood Products; Textile Mills; Apparel, Leather & Allied Products; Electrical Equipment, Appliances & Components; Plastics & Rubber Products; Fabricated Metal Products; Petroleum & Coal Products; Food, Beverage & Tobacco Products; and Nonmetallic Mineral Products.

- "The decline in the value of the dollar is dramatically affecting our material prices because we purchase over half of our material requirements from overseas." (Transportation Equipment)
 - "Higher energy rates, unfavorable exchange rates, high levels of inflation in Asia and a drop in demand are challenging our business and supply chain." (Nonmetallic Mineral Products)
 - "Continued bio-fuel/spec investor driven inflation of commodities is stifling!" (Food, Beverage & Tobacco Products)
 - "Still strong in spite of general business slowdown." (Primary Metals)
- "Oil, oil, oil, energy, energy, energy, metals, metals, metals." (Fabricated Metal Products)

Certification Corner—Authored By Dr. Michael A. McGinnis; C.P.M., A.P.P.

CERTIFICATION CORNER FOR MAY 2008

This month's topic is "CPSM EXAMINATIONS: BARGIN PRICES DURING THE SUMMER"

OVERVIEW

As many of you know ISM is in the process of rolling out the Certified Professional in Supply Management (CPSM) program. This summer includes several opportunities to earn take the CPSM examinations at a discounted rate of \$90/examination for ISM members and \$135/examination for nonmembers. These will be paper-and-pencil multiple-choice examinations. Three weeks advanced registration is required.

To schedule one or more CPSM examinations contact ISM Customer Service at 1-800-888-6276 ext. 401. The following are the dates and cities listed in the April 2008 issue of ISM's NewsLine.

<u>DATES</u>	<u>EVENT</u>	<u>LOCATION</u>	<u>EXAMS</u>
5/7/2008	ISM ANNUAL CONFERENCE	ST. LOUIS, MO	EXAMS 1-3 & BRIDGE
5/14/2008	HOSPITALITY SUPPLY MANAGEMENT CONFERENCE	CHICAGO, IL	EXAMS 1-3 ONLY
6/26/08 & 6/29/2008	LEADERSHIP WORKSHOP	CHARLOTTE, NC	EXAMS 1-3 & BRIDGE
7/22/2008 & 7/23/2008	LEADERSHIP WORKSHOP	BOSTON, MA	EXAMS 1-3 & BRIDGE
7/25/2008	LEADERSHIP WORKSHOP	BOSTON, MA	EXAMS 3 & BRIDGE
8/1/2008	LEADERSHIP WORKSHOP	LAS VEGAS, NV	EXAMS 3 & BRIDGE
8/3/2008	LEADERSHIP WORKSHOP	LAS VEGAS, NV	EXAMS 1-3 & BRIDGE

After August 2008 I am assuming that the cost per examination will revert to regular prices which will be higher.

NOTE TO THOSE WHO TOOK THE PILOT EXAMS EARLIER THIS YEAR:

I am told that scoring will be finalized and results mailed to those who took the pilot examinations "about mid-May 2008". Good luck to all who took the pilot examinations. I am also told that the application form for the CPSM should be on the ISM website in "May 2008".

My contact at ISM still says the three-book series will ship in May.

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, C.P.M., A.P.P.
Associate Professor of Business
Penn State New Kensington

CPSM Supplemental Reading List Developed by ISM

ISM has developed a [CPSM Supplemental Reading List](#) to help CPSM candidates prepare for their section exams. From finance to global competition, these books have been chosen because of their focus on the many different components of supply and the relationship between each component. More topics may be added to this list as we approach the debut of the CPSM qualification.

CPSM SUPPLEMENTAL READING LIST

- **Finance for Managers** *Harvard Business School*, Harvard Business School Press, Boston, MA, 2003. <http://www.HBSPress.org> [Order Direct from ISM](#) *Finance for Managers* is designed to provide comprehensive advice, personal coaching, background information and guidance on the most relevant topics in business. Drawing on rich content from Harvard Business School Publishing and other sources, this book is a highly practical resource for readers with all levels of experience.
- **Guide to Business Planning (The Economist Series)** *Graham Friend and Stefan Zehle*, Profile Books, London UK, 2004. <http://www.profilebooks.co.uk> [Order Direct from ISM](#) To get any new business idea off the ground or develop and better manage an existing business you must have a plan — and if you need to raise finance to fund the business or get the approval of senior management, it must be convincing. This book is designed for those with an inspired idea who wish to translate it into a successful new business or incorporate it within an existing company. It also describes a business planning process that will support the preparation of a compelling business plan and the creation and development of a successful business.
- **International Business: The Challenge of Global Competition (10th Edition)** *Donald Ball, Michael Geringer, Paul Frantz, Wendell McCulloch and Michael Minor*, McGraw-Hill/Irwin, New York, 2005. [Order Direct from ISM](#) *International Business* is an up-to-date and complete exploration of international business issues and practice. The authors' experience as both practitioners and academics brings a balanced and seasoned voice to the text. The textbook is built upon a strong foundation of theory and includes current examples, cases and insights showing how global businesses apply these concepts. The text adopts a global approach with attention given to topics that are critical to the international manager in this modern environment.
- **Lean Extended Enterprise: Moving Beyond the Four Walls to Value Stream Excellence** *Terrence Burton and Steven Boeder*, J. Ross Publishing, Fort Lauderdale, FL, 2003. <http://www.jrosspub.com> [Order Direct from ISM](#) *Lean Extended Enterprise* demonstrates how to integrate lean, Six Sigma, Kaizen, and enabling technologies, networks, exchanges and portals into a total business improvement initiative. The book also illustrates how to develop, organize launch and lead a successful enterprise-wide lean operating philosophy, from the executive suite to the shipping dock, through the total value chain. With methods, case studies, examples, models and other valuable tools, the book explains how to apply lean to nontraditional processes such as product development, engineering, customer service, production planning and other support functions.
- **Protecting Your Company's Intellectual Property: A Practical Guide to Trademarks, Copyrights, Patents & Trade Secrets** *Deborah Bouchoux*, AMACOM, New York, NY, 2002. <http://www.amacombooks.org> [Order Direct from ISM](#) In this age of instant global communication and virtually unlimited electronic access, the risk of losing control over your company's intellectual property — trademarks, copyrights, patents and trade secrets — has never been greater. *Protecting Your Company's Intellectual Property* shows you how to identify your company's protectable assets, initiate steps to protect those assets and use them to generate additional income for your firm. It will also help you to construct a powerful barrier against competitive forces that could dilute or destroy its value.

(Continued on Page 6)

CPSM Supplemental Reading List Provided by ISM (continued from Page 5)

- **Quality Essentials: A Reference Guide from A to Z** Jack B. ReVelle, ASQ Quality Press, Milwaukee, WI, 2004. <http://www.asq.org/quality-press/> [Order Direct from ISM](#) This book offers over 120 essential quality topics alphabetized and illustrated for easy reference for everyone who cares about continuous improvement. As a quick reference guide with a focus on the philosophies and practices of quality management, this book is an excellent resource. Explanations of key concepts are provided along with examples of tools, tables, charts and illustrations to help gain a thorough understanding. Topics include: benchmarking, Kaizen, control charts, design of experiments, Kano Model, process capability and statistical quality control.
- **Strategic Supply Chain Management: The 5 Disciplines for Top Performance** Shoshanah Cohen and Joseph Roussel, The McGraw-Hill Companies, New York, NY, 2005. <http://books.mcgraw-hill.com> [Order Direct from ISM](#) This book explores the knowledge, techniques, and strategies to create value and achieve competitive advantage for each core supply chain process: Plan, Source, Make, Deliver, and Return . The authors move beyond theory to offer numerous examples to allow companies to
 - confront the challenges and take advantage of opportunities to implement supply chain improvements.
- **Strategy: A View From The Top (2nd Edition)** Cornelis A. De Kluyver and John A. Pearce II, Prentice Hall, Upper Saddle River, NJ, 2006. <http://www.prenhall.com> [Order Direct from ISM](#) *Strategy: A View From The Top* is designed to be a practical guide for executives, MBA and Executive MBA students, and serves as critical background reading for a wide variety of strategic scenarios. As a focused, highly readable, top-management perspective, the book links strategy formulations to implementation and organizational change. With a greater focus on knowledge and brand value as strategic resources, it offers an expansive section on industry evolution and implications for crafting strategy.

The Supply Management Handbook (7th Edition) Joseph L. Cavinato, Anna E. Flynn and Ralph C. Kauffman, McGraw-Hill, New York, NY, 2006. <http://books.mcgraw-hill.com> [Order Direct from ISM](#) *The Supply Management Handbook* provides an A to Z encyclopedia of best practices and a synthesis of the leading roles and jobs within the profession as they are evolving. The field is now in a continuous period of expansion. The handbook takes a look forward to see the field of tomorrow and where opportunities for the profession will lie. It offers ISM's scan of the profession, from "buying" to "purchasing and supply"; discussions from leading consulting firms as to their observations of the strategic direction of the profession and a study by the A.T. Kearney Center for Strategic Supply Leadership which focuses on the profession's future leadership. See *Industry Week's* review of [The Supply Management Handbook](#).

Visit www.ism.ws for additional supplemental book selections.

Purchasing Managers: Are You Struggling To Improve Performance?



Learn if your team qualifies for a FREE skills benchmarking analysis at www.NextLevelPurchasing.com/ismptit

Where's My Membership Card?

ISM nows offers members the ability to print their own replacement membership card.

Log onto the Members Only Section of the website (www.ism.ws). Select the Availability of Membership Card Option.

Then Select Print the Membership Card.

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**~CHECK OUT THESE NEW ISM-PITTSBURGH
SPONSORED OFFERINGS~**

ISM-Pittsburgh Sponsored All -Day Seminars:

Date: May 15, 2008

Seminar: Procurement & Contract Law

Instructed by: Mr. Ernest Gabbard

Location: ARIBA Headquarters

ISM Member Cost: \$450

Non Member Cost: \$550

Date: May 16 , 2008

Seminar: Project Management for the Supply Management Professional

Instructed by: Mr. Michael Zetwo

Location: ARIBA Headquarters

ISM Member Cost: \$250.00

Non Member Cost: \$350.00

Date: May 27 , 2008

Seminar: Sustainability Seminar

Instructed by: Mr. William Agee

Location: University of Pittsburgh

ISM Member Cost: \$350.00

ISM-Pittsburgh 2006-2007 Satellite

Seminars:

Thursday, October 11, 2007 Global Sourcing ~

Where in the World Are Our Suppliers?

Thursday, February 7, 2008 Market Intelligence for Supply Professionals

Thursday, April 17, 2008 Supply Managements Role in Sustainability

—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.

~SAVE the 2008-2009 Satellite Seminar DATES~

Thursday, October 16, 2008 — Applying Lean Concepts in Supply Management

Thursday, April 23, 2009—Preparing to Negotiate On-Shore and Offshore

Thursday, June 4, 2009—Talent and Career Management for Supply Professionals

Learn to negotiate better and save your company money on the goods and services you purchase! ISM-Pittsburgh has teamed up with Next Level Purchasing to offer an online class entitled "Powerful Negotiation for Successful Buying" at a 5% discount to ISM-Pittsburgh members. Sign up today to get immediate access to the class and learn the techniques used by the world's best negotiators.

To learn more about "Powerful Negotiation For Successful Buying" or to sign up, please visit <http://www.NextLevelPurchasing.com/ismppgh.pdf>

Good Negotiation Tactics that Can Backfire by Mr. Charles Dominick; SPSM

Do You Use Negotiation Tactics In Wrong Situations?

One of the reasons that negotiation is one of the most exciting business processes is that there isn't 100% certainty. In this edition of PurchTips, we'll cover three negotiation tactics that have proven to be very effective, yet still can fail if not applied in appropriate situations.

The Crying Poor Tactic. The Crying Poor Tactic is used by publicly-held companies whose poor financial performance is well known and also by small companies. Buyers from these companies will stress to the supplier their financial state (e.g., "You know we don't have a lot of money, so we need lower pricing.").

This negotiation tactic can indeed be effective. However, it can also raise suspicion in your supplier that can have a negative effect on the deal. The supplier may be wary that they won't be paid on time or at all. The supplier may worry that your company won't be around to fulfill its contractual commitments. And, as a result, the supplier may withhold its best deal.

The Get It From Someone Else Tactic. The fear of losing a deal to a competitor can get a supplier to its lowest price very quickly. Saying "If you can't lower your price, that's OK - we'll buy it from someone else" can work in certain competitive situations.

However, not all markets are so competitive where you can indeed buy the same exact item from any supplier and get equivalent quality, delivery, and service. Suppliers in these less competitive markets know this.

If you attempt to use the Get It From Someone Else Tactic on them, they will realize that you have less knowledge of the marketplace than them, which will make them feel like they have more leverage in the negotiation and they will be less likely to concede.

The Saving The Toughest Issue For Last Tactic. Deciding the order in which the various issues will be discussed with your supplier is critical. Some negotiators like to save the toughest issue for last.

Saving the toughest issue for last does work well in certain situations. It allows you and your supplier to agree on easier issues, thus building a rapport and spirit of cooperating for mutual success. It also helps you assess your supplier's negotiation style, strengths, and weaknesses while preparing to negotiate the big issues.

However, if there is a deadline for your negotiation, saving the most difficult issue for last can be disastrous. You could have little time left to finish the negotiation and feel pressured to concede to a less-than-optimal deal.

So, while deadlines can work for you in a negotiation, they can also work against you. Evaluate the deadlines: When are they? Who has imposed them? Are they negotiable? And if the deadline has been imposed by an internal customer or management and is not negotiable, address the most difficult issues sooner rather than later.

Reprinted from the May 5, 2008 issue of PurchTips; an electronic publication issued by Mr. Charles Dominick; President Next Level Purchasing

Next Level Purchasing, Inc.
P.O. Box 1360
Moon Township, PA 15108
USA

Achieve Success and Happiness with a Mentor by Alan Ovson

Is really possible to have your cake and eat it too? You may think that in life you must choose between success and happiness. In fact, with the right mentor you don't have to choose. A mentor can help you achieve both success and happiness at the same time.

What ever your goal is, finding the right mentor will make your chance of accomplishing that goal quicker, smoother, and more fun. Whether your goal is to climb the corporate ladder, increase your network, find stimulating projects or enter into a new career path, a mentor can help you. A wise person said that a smart person learns from his own experience and a wise one learns from the experience of others.

SO WHAT IS A MENTOR ANYWAY?

A mentor is a person that has achieved what you want personally and/or professionally AND is willing to help achieve those same things. A mentor has the real life knowledge and experience to guide you through the process of achieving your goals.

ARE YOU READY TO BE A PROTÉGÉ?

You know the saying; when the student is ready the teacher will come. The same goes for a mentor; before you even begin looking for a mentor you need to find out if you are ready to be a protégé.

To be a protégé you need to be open for learning, advice and opportunities the mentor may offer. The mentor may share with you their valuable knowledge, time and experience. If you are not ready to appreciate and accept that, then mentoring is not for you. Before going forward with the mentoring process ask yourself three questions:

Am I willing to learn new information?

Am I willing to invest the time and energy into learning?

Am I willing to value and respect my mentor's knowledge, experience and time?

If you answered "NO" to any of the previous questions then you might want to reconsider acquiring a mentor. Having a good mentor starts with you being ready to be mentored.

SIX STEP ACTION PLAN FOR FINDING A MENTOR

If you are ready to be a protégé, then the next logical step is to formulate a plan to finding the right mentor for you. Below is the basis of a plan that we use successfully with our coaching clients. It is a simple process to help identify your goals, your optimal mentor and how to approach that mentor.

1. Identify what you want and need (Personal and/or career goals)
2. Identify Mentor's Desired characteristics (their values, knowledge, access to others, and skills)
3. Create a list of potential mentors to match your goals

(Continued on Page 12)

Achieve Success and Happiness with a Mentor by Alan Ovson

4. Prioritize the potential mentors in an ordered list
5. Approach potential mentors
6. Build rapport with the mentor and get their advice.

For a detailed plan on how to find a mentor: Download the attached worksheet:

“Six Step Action Plan for Finding a Mentor” (128 KB PDF).

http://www.ovson.com/PDF/AOV_Sigmund_Mentoring.pdf

SUMMARY

High performers in society attribute a large portion of their success and happiness to great mentors in their life. Bill Clinton, Oprah Winfrey, and Colin Powell are a few examples of the many success stories attributed to having a good mentor. If you are interested in success and happiness in your professional life and want to achieve it quicker, then find a mentor and learn from their experience. A smart person learns from his own experience and a wise person learns from the experience of others.

Reprinted from April 2008 Newsletter of

Ovson Communications

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2007-2008 ISM-Pittsburgh Sponsored Slate of Events.....

Program Theme

Supply Management Fitness ~ Strategies for Organizational Success

September 14, 2007

One Day Seminar

Topic: Negotiation & Contract Management Seminar

Instructed by: Dr. Soheila Lunney; Vice President Procurement with EDMC and Ms. JoAnn Borgo; Strategic Sourcing Manager with EDMC

September 18, 2007

Dinner Meeting

Forum Topic: Advances in Procurement Practices ~ Strategies to Transform Procurement

Speaker: Mr. Peter Ochel; Executive Director of Global Procurement with Medrad Corporation

Dinner Meeting Topic: Transforming the Procurement Function from Tactical to Strategic

Speaker: Mr. James Szilagy; Chief Supply Chain Officer with UPMC

October 11, 2007

Satellite Seminar

Topic: Global Sourcing: Where in the World Are Our Suppliers?

October 16, 2007

Plant Tour

H.J. Heinz Company Innovation Center located in Warrendale, PA

(See Pages 18 & 19 of the Purchaser to register and secure directions to the test kitchens)

(Tour and Q & A: 5:00 p.m.— 6:00 p.m. /Networking & Hors D'oeuvres: 6:00 p.m.—7:00 p.m.)

November 2, 2007

One Day Seminar

Topic: Strategic Sourcing & Supply Chain Management

Instructed by: Dr. Soheila Lunney; Vice President Procurement with EDMC and Ms. JoAnn Borgo; Strategic Sourcing Manager with EDMC

November 13, 2007

Dinner Meeting

Forum Roundtable Discussion Topics:

Financial Preparedness for All the Stages of Your Life

Generation Y Roundtable Discussion with Mr. Patrick Patsko; Financial Advisor with Ameriprise Financial

Generation X Roundtable Discussion with Mr. Charles Wingert; Account Executive with Allegheny Investments, LTD

Boomer Generation Roundtable Discussion with Ms. Melissa Ackerman Financial Planner Ameriprise Financial

Certification Mini Forum

Certification Mini Forum with Dr. Michael McGinnis; Associate Professor at Penn State University

(Continued on Page 14)

2007-2008 ISM-Pittsburgh Sponsored Slate of Events (Continued from Page 14)

Dinner Meeting Topic: Financial Decisions that Will Affect Your Life with Mr. Joseph Codrick ; President, Chapel Hill Investment Analysts, Inc. and Mr. Jason Gongaware; Vice President, Chapel Hill Investment Analysts, Inc.

December 18, 2007

Dinner Meeting

Holiday Event

Forum: Member Networking Event

Dinner Meeting Topic: Supply Management's Role in Surviving the Holiday Logistics Blitz ~ Mr. Jim Golding; Managing Director-Purchasing with FedEx Ground

January 15, 2008

Dinner Meeting Co-Sponsored with NCMA

State of the Region Address

Forum Roundtable Discussion Topics

1. The Finer Points of Reporting Cost Savings Roundtable Discussion with Mr. Charles Dominick; President of NextLevel Purchasing
2. Legal Issues within the Supply Management Environment Roundtable Discussion with Mr. Ernest Gabbard; Director Strategic Sourcing with Allegheny Technologies, Inc.
3. Sarbanes Oxley Issues and the Supply Management Professional Roundtable Discussion with Mr. Keith Abrams; Vice President; Associate General Counsel and Assistant Secretary with Bayer Corporate and Business Services, LLC

Dinner Meeting Topic

The Economic Outlook for the Greater Pittsburgh Business Region with Mr. Stuart Hoffman; Chief Economist for PNC Financial Services Group

February 7, 2008

Satellite Seminar

Topic: Market Intelligence for Supply Professionals

February 15, 2008

One Day Seminar

Topic: Take Charge of Your Career ~ Navigating A Successful Career Through All the Stages of Your Professional Life

February 19, 2008

Dinner Meeting

Forum Topic: Ethical Framework for Collaboration in Supply Management

Speaker: Dr. Matthew Drake; Assistant Professor Duquesne University

Dinner Meeting Topic: E Sourcing Trends with Mr. Patrick Furey; Sr. Category Manager, Global Sourcing Operations for ARIBA

2007-2008 ISM-Pittsburgh Sponsored Slate of Events (continued from Page 15)

March 11, 2008

Purchasing Month

One Day Seminar

Topic: Competitive Market Analysis

Speaker: Mr. William D. Agee; President, William D. Agee & Associates

April 17, 2008

Satellite Seminar

Topic: Supply Management's Role in Sustainability

April 22, 2008

Dinner Meeting

Forum Topic: Project Management for the Supply Management Professional

Speaker: Mr. Michael Zetwo; Controller of the Program Management Office for Allegheny Technologies, Inc.

Dinner Meeting Topic: The Impact of Change Management on the Procurement Organization with Mr. James McCaffrey; Vice President Material & Supply Chain Management with CONSOL Energy, Inc.

May 15, 2008

One Day Seminar

Topic: Contract & Procurement Law for the Professional

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

May 15, 2008

One Day Seminar Sponsored by Duquesne University

Topic: Ethics in Practice event

Speakers: Various Presenters

May 16, 2008

One Day Seminar

Topic: Project Management for the Supply Management Professional

Instructed by: Mr. Michael Zetwo; Controller of the Program Management Office for Allegheny Technologies, Inc.

May 20, 2008

Dinner Meeting

Education Evening

Forum Roundtable Discussions

International Business Challenges Roundtable Discussion with Mr. Antonio Morani; Director Strategic Sourcing with Thermo Scientific

Transportation & Logistics Issues Roundtable Discussion ~ Representative from FedEx Ground

Dinner Meeting Topic: International Sourcing & Contracting

Speaker: Mr. Norman Hosford; Chief Executive Officer of Feldbridge Associates

ISM-Pittsburgh Introduces New Payment Process for Event Registrations

To better serve the membership, ISM-Pittsburgh has introduced a new way of processing payment of your event reservation. The introduction of PayPal, a safe and secure payment processing service means reduced waiting time at the dinner meeting registration table and the receipt of payment provided immediately upon completion of the on-line registration process.

How will it work?

ISM-Pittsburgh has established an account with PayPal. Participants **will not** need to set up an individual PayPal account when registering for an event. A link to PayPal will appear on the ISM-Pittsburgh website. When you register for a dinner meeting or seminar, you will click on a link to PayPal to provide credit card information. In addition to Mastercard, Visa and American Express, Discover will now be an acceptable form of payment. Registrants will then receive a receipt verifying payment.

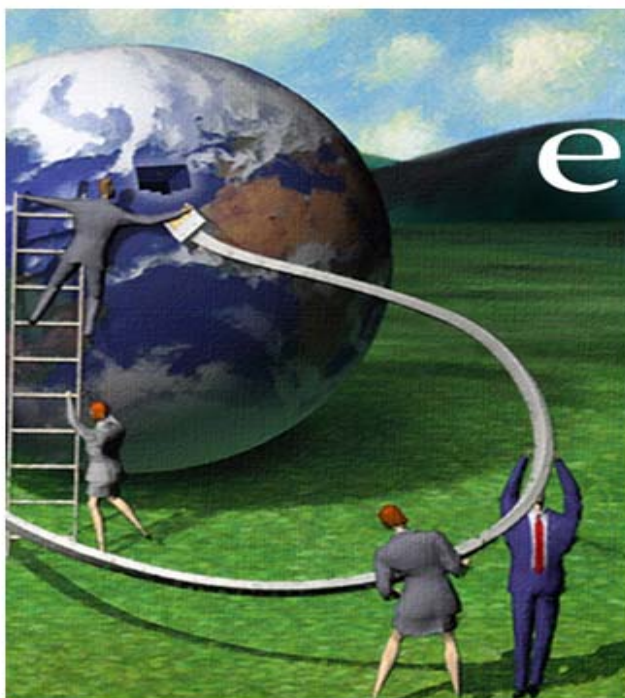
Is PayPal safe to use?

PayPal protects your financial information with industry-leading security and fraud prevention systems. When you use PayPal, your financial information is **not** shared with the merchant. Once your payment is complete, you will be emailed a receipt for this transaction.

BBB Privacy Certification

The information practices of PayPal, Inc. have been reviewed and meet the standards of the Better Business Bureau's [BBBOnline](http://BBBOnline.com) Privacy Program.

Stay Tuned for More Details on this new service



eSource™

MSA's eSource™ software offers your company or government agency easy to use, powerful e-sourcing technology to realize cost savings and increased personnel efficiencies.

MSA is a worldwide leader in analytical software and information-based systems, with over 850 employees and 40+ years of uninterrupted growth.

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Please see our web site (www.msa.com) to take a virtual tour and learn more about eSource.



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WWW.MSA.COM

Welcome to ISM-Pittsburgh's Newest Members

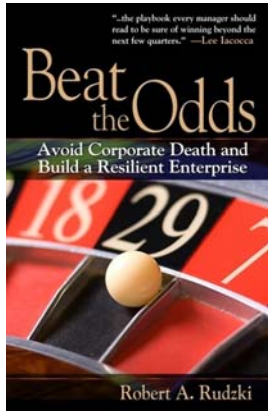
Ms. Mary Aleo	Buyer	Bay Valley Foods
Mr. Scott Bauer	SCM Engineer	CONSOL Energy, Inc.
Ms. Rebea David	Supply Chain Manager	Bolttech, Inc.
Mr. Daniel DeFelice, C.P.M.	Strategic Sourcing Manager-MRO	Allegheny Ludlum, Inc.
Mr. William T. Dickinson	Business Process Analyst	CONSOL Energy, Inc.
Mr. Michael T. Ferguson	Commodity Manager, IT & Technical Services Commodity Manager, Corporate & Administrative Svcs	University of Pittsburgh Medical Center University of Pittsburgh Medical Center
Mr. Michael V. Figliolia	Value Analysis Systems Analyst	University of Pittsburgh Medical Center
Ms. Clorissa Fischetti	Commodity Manager	University of Pittsburgh Medical Center
Mr. Patrick Flaherty	Category Manager	Ariba, Inc.
Mr. Shawn Fronzaglia	Sourcing Analyst	University of Pittsburgh Medical Center
Mr. James Hee	Manager-Transportation Contracts	USPS
Mr. Keith L. Harris	Asset Management	Transtar, Inc.
Ms. Kristina Homol	Software Licensing Specialist	University of Pittsburgh
Mr. Gary Hussar	Compliance Review/Procurement Specialist	Bechtel Plant Machinery, Inc.
Mr. James Kaufman	Supply Manager	Bombardier
Mr. Ken Kelsey	Sourcing Analyst	University of Pittsburgh Medical Center
Ms. Katharine Kruswick	Buyer, Indirect Procurement	HJHeinz
Ms. Rebecca Lee	Buyer	Point Park University
Ms. Brandy Loechner	Contract Administrator	West Penn Allegheny Health System
Ms. Joy Lubawski	Strategic Sourcing Analyst	Bombardier
Ms. Rachel Mauer	Mechanical Buyer	LeBarge, Inc.
Mr. Bill Menarcheck	Director of Strategic Sourcing	University of Pittsburgh Medical Center
Mr. Robert Pavlik	Procurement Specialist	University of Pittsburgh
Mr. Thomas M. Reddy	Director	FTI Consulting
Amit Shah	Sourcing Analyst	University of Pittsburgh Medical Center
Ms. Leslie Smith	Purchasing Assistant	Steel Built Corp.
Ms. Laura Waters	Contract Negotiator	West Penn Allegheny Health System

ISM Term of the Day

F.A.S. VESSEL, PORT OF SHIPMENT

Free of expense to the Government delivered alongside the ocean vessel and within reach of its loading tackle at the specified port of shipment.

(FAR 52.247-36(a))



ISM-Pittsburgh Book Review

Beat the Odds: Avoid Corporate Death & Build a Resilient Enterprise

"Beat the Odds is the playbook every manager should read to be sure of winning beyond the next few quarters." — Lee Iacocca

Book Description: The evidence is clear: it is rare for any organization to survive for more than a few decades. Most of the companies revered in other books for their current success are unlikely to survive. This book clearly illustrates why great organizations slip from leader to follower to road kill and how organizations can Beat the Odds and avoid this fate. If you've enjoyed classics like *In Search of Excellence*, *Good to Great*, and *Built to Last*, you should read *Beat the Odds*! Several Pittsburgh-based companies are used as examples.

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

Order *Beat the Odds* through the ISM Pittsburgh website, and we earn a commission!



Océ is an established leader in document management and imaging solutions, serving the office and public sector markets -dedicated to satisfying customers just like you.

For additional information and document assessment contact: Frank Ruffalo or Mark Reinstadler at (412) 507-3131 Océ North America, Corporate Printing Division • Pittsburgh

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CPSM Bridge Exam to Debut at ISM International Conference

The Debut of the CPSM Bridge Exam

Calling all C.P.M.s in good standing! If you are a current C.P.M. in good standing, you have a distinct advantage to getting your CPSM. You only have to take a single bridge exam instead of three exams. When you submit your application for the CPSM, you must meet all of the requirements.

The CPSM Bridge Exam will be offered for the first time at ISM's 93rd Annual International Supply Management Conference and Educational Exhibit in St. Louis. The bridge exam will be held on Wednesday, May 7, 2008. See this month's Certification Corner for additional testing dates including the Bridge Exam.

Don't forget: If you register for the entire Conference or two- or three-day pre-Conference seminar, you may take the bridge exam at a significantly reduced rate. Registration for testing and the Conference are available online at www.ism.ws or by calling Customer Service at 800/752-6276, extension 401.

Special Offer for Pittsburgh ISM Members

Speaking with One Voice Program

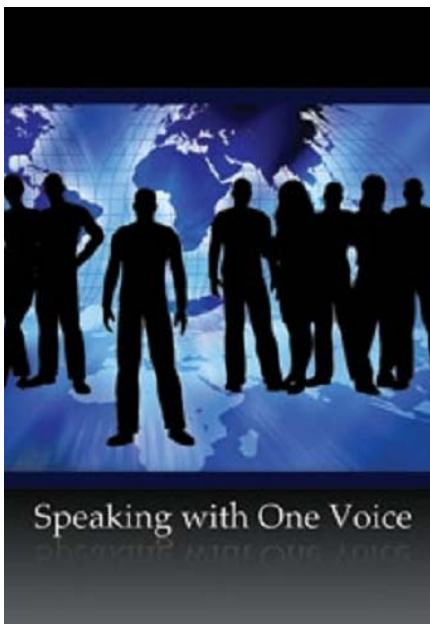
Are you frustrated with suppliers who do “end runs” around your sourcing teams?

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
Dinner Meeting Reservation
May 20, 2008
FAX Reservation Form

Please fax your dinner reservation to ISM-Pittsburgh at (724) 508-0218, or go to <http://www.ism-pittsburgh.org> for e-mail 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.** You may also pay at the door by cash, check, Visa, MasterCard, or American Express.

Amount due:

Student: \$15.00

Member with Advance Reservation: \$25.00

Non-Member Reservation: \$35.00

Please register early. Dinner count is confirmed on the Thursday prior to the meeting.

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: _____

Expiration Date: _____

I Will Attend

Forum Roundtable 1: _____

Forum Roundtable 2: _____

Dinner Only _____

Forum 1 & Dinner Reservation _____

Forum 2 & Dinner Reservation _____

Vegetarian Dinner Requested _____

FAX TO: (724) 508-0218

Contract & Procurement Law for the Professional Instructed by Mr. Ernest G. Gabbard, JD, C.P.M., CPCPM

Name: _____

Title: _____

Company: _____

Address: _____

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

Email: _____

CC Info: _____

CC Info: _____

DATE: May 15, 2008

TOPIC: Contract & Procurement Law for the Professional

DESCRIPTION:

This contract law seminar was designed for the procurement professional. The objective is to provide procurement professionals with the tools necessary to better understand the contract formation and performance assessment processes. The basic principles of “terms and conditions”, as well as contract performance, breach of contract and warranty issues also will be covered. The critical terms and conditions of contracts for services, as well as the applicable laws governing services contracts will be discussed. Practical and legal issues related to contract writing and management will be covered during this highly informative and procurement-driven course.

Ernest Gabbard is Director of Corporate Strategic Sourcing for Allegheny Technologies, Inc. at their global headquarters in Pittsburgh. He previously held procurement and contracting management positions with Litton and Teledyne. Ernest has conducted business in 34 countries, and resided for 10 years in Europe, Asia, and Middle East. Ernest Gabbard is a frequent speaker on procurement and contracting law and management for ISM and NCMA, and taught these subjects at the undergraduate and graduate levels for several universities. He is currently on the Editorial Review Board for for IOMA’s “Strategic Supplier Management Report” and ISM’s “Journal of Supply Chain Management”. Ernest has several degrees, including a Juris Doctorate (law) degree.

LOCATION: Ariba Headquarters

REGISTRATION: 8:00 a.m.— 8:30 a.m.

SEMINAR: 8:30 a.m. to 3:30 p.m.

LENGTH : Six hours and one hour lunch

ISM MEMBER COST: \$475.00 payable to ISM-Pittsburgh

NON MEMBER COST: \$575.00 payable to ISM-Pittsburgh

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

Attendees will receive six continuing education hours

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.

Project Management for the Supply Management Professional Instructed by Mr. Michael Zetwo; PMP

Name: _____

Title: _____

Company: _____

Address: _____

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

Email: _____

CC Info: _____

CC Info: _____

DATE: May 16, 2008

TOPIC: Project Management for the Supply Management Professional

DESCRIPTION:

The roles of Purchasing and Procurement personnel are changing. Each new contract requires an implementation plan, excellent communication, and follow-up maintenance to keep it working well. Come learn how to be more effective in these dealings.

Mike Zetwo is a certified Project Management Professional (PMP). He is the Controller of the Allegheny Technologies Incorporated (ATI) Program Management Office (PMO) and is an Enterprise Project Manager. He has over 15 years experience managing projects for software implementation & business process improvement. He has managed projects in the areas of procurement, accounts payable outsourcing, transportation, credit management, HR, payroll, inside sales, maintenance management and travel expense management. He designed & deployed ATI's PMO website. The website provides project managers with tips, templates & tools for managing any type of project. He mentors project managers and has conducted "virtual" boot camps to train project managers. Mike has an MBA & B.S. - Accounting from Duquesne University. He is a member of the Pittsburgh Chapter of the Project Management Institute.

LOCATION: Ariba Headquarters

REGISTRATION: 8:00 a.m.— 8:30 a.m.

SEMINAR: 8:30 a.m. to 3:30 p.m.

LENGTH : Six hours and one hour lunch

ISM MEMBER COST: \$250.00 payable to ISM-Pittsburgh

NON MEMBER COST: \$350.00 payable to ISM-Pittsburgh

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

Attendees will receive six continuing education hours

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.

!!REGISTER NOW!!

Environmentally Preferred Purchasing One-Day Seminar

**Mr. William D. Agee, Jr. C.P.M., C.E.M., CPP, CPE
President, William D. Agee & Associates**

May 27, 2008

Name: _____

Title: _____

Company: _____

Street Address: _____

City/State/Zip Code: _____

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

Email: _____

Credit Card Information: _____

DATE: May 27, 2008
TOPIC: Environmentally Preferred Purchasing
LOCATION: The University of Pittsburgh, Oakland Campus
SEMINAR: 8:00 a.m. to 5:00 p.m.
ISM MEMBER SEMINAR COST: \$350.00
NON MEMBER SEMINAR COST: \$450.00

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

Attendees will receive continuing education hours

See Following Course Outline

ISM-Pittsburgh Sponsored
Environmentally Preferred Purchasing Seminar
Mr. William D. Agee, Jr. C.P.M., C.E.M., CPP, CPE
President, William D. Agee & Associates
Course Outline

Introduction

- a. Background and History
- b. Program Effects
- c. Governmental Policy

Why the Need for Environmentally Preferred Purchasing (EPP)

- a. Focus and Program Deliverables
- b. Success Degrees
 - 1. Company Profiles
 - a) Major Pharmaceutical
 - b) United States Postal Service
 - c) Department of Defense

Definitions and Overview of Programs

- a. Definitions
- b. Key Standards
- c. Executive Order 13101/12873
- d. Case Analysis
- e. EPP Programs Updates
 - 1. Benefits of Green Purchasing
 - 2. Electronic Product Standards
 - 3. Biologically Based Products
 - 4. Strategic Sourcing
 - 5. OMB Scorecards
- f. Other Related Documents

Migrating Toward EPP

- a. The Five Guiding Principals
 - 1. Environment + Price + Performance
 - 2. Pollution Prevention
 - 3. The Life Cycle Perspective
 - 4. Comparison of Environmental Impacts
 - 5. Environmental Performance Information
- b. Tools for Your Organization
- c. Case Analysis

Buying to Reduce Waste

- a. Reducing the amount or the toxicity of materials
- b. Reusing an item in its original form
- c. Using repairable, refillable, durable products that last longer

Writing Specifications and Standards

- a. It's Starts at the Beginning – the Specification
- b. How to Write an Environmentally Friendly Specification

Environmentally Preferred Purchasing Seminar
Mr. William D. Agee, Jr. C.P.M., C.E.M., CPP, CPE
President, William D. Agee & Associates
Course Outline

Sources of Information

- a.Environmental Protection Agency
- b.Material Exchange
- c.Manufacturer's Programs
- d.State and Local Programs
- e.Cooperative Purchasing Programs
- f.Your Company

Areas of Concern and Interest

- a. Office Equipment and Machinery
 - 1) Examples
- b.Paper Products
 - 1) Examples
- c.Printing
 - 1) Examples
- d.Vehicles/Personal Conveyance
 - 1) Examples
- e.Outdoor Furnishing
 - 1) Examples
- f. Grounds Maintenance
 - Examples
- g.Building Maintenance
 - 1) Examples

Other Essential Information and Forms

- a.Executive Orders
- b.Statutory References
- c.EPP Resolution
- d.Printing Checklist
- e.Manufacturers Reusable Oil
- f.DOT Technical Memo
- g.Cradle-to-Grave / Cradle-to-Cradle
- h.Other Forms

Article

Glossary of Terms

Conclusion

Instructor's Biography

Notes



**institute for
supply management**
ISM - Pittsburgh, Inc.

and Premier Sponsor  **CONSOL ENERGY**

Present the
**50th Annual Golf Classic
Benefits Our Scholarship
Campaign
Monday, June 16, 2008
Quicksilver Golf Club
Midway, PA**

!!REGISTER NOW --LAST YEAR'S EVENT SOLD OUT!!

Dear Supply Management Professional,

I would like to thank you for your past support of ISM-Pittsburgh and to let you know that along with our Premier Sponsors; CONSOL Energy and Jenmar Corporation, we are making preparations for another exciting and successful fund raising event with our 2008 Annual Golf Classic. A portion of the proceeds from this event benefits the ISM-Pittsburgh and the Dr. John E. Murray, Jr. Scholarship Campaign, which awards over **\$15,000** in scholarships to deserving students each year, including three scholarships for sons and/or daughters of our members.

We are working to make this year's event our most successful event to date, and we need your support to do so. By joining us as a corporate sponsor or participant, your company becomes audience to the 700 purchasing and supply management personnel that ISM-Pittsburgh represents. Past sponsors and participants have included representatives from some of our area's business leaders including: UPMC, US Steel, Highmark, PNC Financial Services, CONSOL Energy, HighMark, Fairmont Supply, Ariba, Medrad, Centimark, Gooding & Shields Rubber Company, Lanier Worldwide, oce Imagistics, Respiroics, Next Level Purchasing, Kelly Services, Management Science Associates, Inc., and Verizon Wireless, to name but a few.

The attached includes information on the various levels of Sponsorship available with ISM-Pittsburgh. Each level provides many benefits including year-round advertising opportunities with our growing association. Golf packages for two or four are included in almost every sponsorship package, along with golf outing advertisements and tee and hole sponsorships. Individual golf packages and tee and/or hole sponsorships are also available.

Registration forms and additional information for our event are also attached. If you are unable to participate in the Golf Classic, we would welcome any donations including items for our silent auction.

Thank you again for your past support. If you are a new participant to this event, we welcome you and look forward to your participation.

Sincerely,

Darryl Husenits
Golf Classic Committee Chairperson
ISM-Pittsburgh

2008 ISM-Pittsburgh Annual Golf Classic at Quicksilver Golf Club Presented in conjunction with Premier Sponsor, CONSOL Energy

Monday, June 16, 2008

Lunch served at 10:30 a.m.

Shotgun start at 12:00 Noon

LUNCH INCLUDED ~GREAT PRIZES ~ RAFFLE EVENTS ~TEAM PRIZES~ SKILL PRIZES ~ SILENT AUCTION ITEMS

The Institute for Supply Management - Pittsburgh (ISM-Pittsburgh) will hold its Annual Golf Classic on Monday, June 16, 2008, at Quicksilver Golf Club in Midway PA. Proceeds from the event benefit the ISM-Pittsburgh & Dr. John E. Murray, Jr. Scholarship Campaign.

COST TO REGISTER:

Lunch, Golf and Dinner (including cart) - \$195/person

Dinner Only - Served at 6:30 p.m. - \$50/person

SPONSORSHIP FOR HOLE/TEE/ADVERTISEMENT- \$195 EACH

EARLY REGISTRATION ENCOURAGED AS THIS YEAR'S EVENT WILL SELL-OUT

FOURSOME INFORMATION:

Number of Golfers: _____

Golfers' Names: _____

Golfers' E-mail Addresses*: _____

Captain's Name: _____

Captain's Company: _____

Company Address: _____

Phone: () _____

* PLEASE MAKE EVERY EFFORT TO PROVIDE E-MAIL ADDRESSES FOR ALL PARTICIPANTS!

PARTICIPATION LEVEL:

Yes, we would like to participate:

	QUANTITY	COST	TOTAL
LUNCH, GOLF AND DINNER	<input type="checkbox"/> _____	@\$195 ea	_____
DINNER ONLY	<input type="checkbox"/> _____	@\$50 ea	_____
TEE	<input type="checkbox"/> _____	@195 ea	_____
HOLE	<input type="checkbox"/> _____	@195 ea	_____
PROGRAM ADVERTISEMENT	<input type="checkbox"/> _____	@195 ea	_____
SKILL PRIZE SPONSORSHIP**	<input type="checkbox"/> _____	@\$2,500 ea	_____
GOLFER GIVEAWAY SPONSORSHIP**	<input type="checkbox"/> _____	@\$3,500 ea	_____
GOLF OUTING DINNER MEETING SPONSORSHIP**	<input type="checkbox"/> _____	@\$3,800 ea	_____
SILENT AUCTION DONATION	<input type="checkbox"/> _____		_____
Grand Total			_____

** - Details listed on the ISM-Pittsburgh Sponsorship Program form

Payment:

Name on Charge Card _____

MasterCard/Visa/Amex/#: _____

Exp.Date _____

FAX to Paula Massey @ 724-508-0218

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Mr. Jim Golden, C.P.M.
Siemens Energy & Automation
-MTD
724-514-8070
FAX: 724-514-8069
james.golden@siemens.com

2007—2008 ISM-Pittsburgh

Institute of Supply Management—
Pittsburgh

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