

# THE Purchaser

Institute for Supply Management—Pittsburgh

September 2008

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## Creating a Purchasing Price Index as a Key Performance Indicator with Mr. Robi Bendorf; CPSM, C.P.M., President, Bendorf & Associates

Robi Bendorf has over 30 years of purchasing and sales experience, involving both domestic and international activities, for a broad range of manufacturing and service businesses. He has extensive experience in consulting & training in purchasing, reengineering the supply management process, the management of procurement functions, global sourcing of materials and components, reducing cost of purchased materials and services, export development, and negotiation of complex transactions and contracts, both foreign and domestic. He has held purchasing management positions in high volume manufacturing, subcontract, job shop, and service operations, involving power generation, nuclear, 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 where he worked with purchasing and sales operations to reduce their costs and improve their operations.

He has given presentations on numerous purchasing topics to the

(Continued on Page 2)

September 16, 2008

## ISM-Pittsburgh 2008-2009 Program Year Dinner Meeting Program Kick-Off Meeting

<b>Date:</b>	September 16, 2008
<b>Place:</b>	Sheraton Station Square
<b>Forum:</b>	4:30 p.m.
<b>Networking:</b>	<b>6:00 p.m.</b>
<b>Dinner:</b>	<b>6:30 p.m.</b>
<b>Program:</b>	7:00 p.m.
<b>Conclusion:</b>	8:00 p.m.
<b>ISM Member Cost:</b>	\$25.00 (Advance Reservation)
<b>Non-Member/Guest:</b>	\$35.00
<b>Student:</b>	\$15.00

Reservations can be made by using the enclosed reservation fax form on Page 25 of *The Purchaser*, our web site at: [www.ism-pittsburgh.org](http://www.ism-pittsburgh.org) or e-mail: [paulamis@comcast.net](mailto:paulamis@comcast.net)

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

### Forum

**Benchmarking Essentials for the Supply Management Professional**

### Dinner

**Creating a Purchasing Price Index as a Key Performance Indicator with Mr. Robi Bendorf; CPSM, C.P.M., President, Bendorf & Associates**

## 2008 Dinner Meetings

**September 16, 2008**

**October 21, 2008**

**November 18, 2008**

**December 16, 2008**

## ISM-Pittsburgh Dinner Meeting Speaker (continued from Page 1)

National Association of Purchasing Management (Now ISM), major universities, and numerous in-house seminars for industrial & service clients both domestically and internationally. He was selected to present seminars at the last 7 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, EuroMatech, Piper Aircraft, Vistakon (Div of J&J), NCS Pearson, Ohio Wholesale Company, Qatar Gas, 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, and the Russell Corporation.

Robi is a lifetime C.P.M., has an undergraduate degree from the University of Texas, and a Masters Degree from Penn State University.

## What's in a Name?

ISM-Pittsburgh thinks there's a lot to a name!

For that reason, in the coming months, we will launch a contest to rename *The Purchaser*. *The Purchaser* has long represented our profession and it has served us well over these many years. But, as the profession has changed so has our affiliate. And, now our newsletter must better reflect the strategic vision and direction of our association.

Who better to participate in the renaming of the newsletter than one of our creative members? The contest will be launched in the near future and a committee will evaluate submissions. We hope to announce the newsletter's new name in the new year. The individual who submits the winning entry, will receive a free one-year associate membership in ISM-Pittsburgh.

So, put on your thinking hats and get creative! What will you come up with?

Stay tuned for more details.....



Editor:

Lisa Romango, Executive Director

ISM-Pittsburgh

Tel: (412) 967-9104 Fax: (412) 967-9105

Email: [lisaromango9104@comcast.net](mailto:lisaromango9104@comcast.net)

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.

## Welcome Letter from ISM-Pittsburgh President; Mr. Paul Bucciarelli

On behalf of your ISM Pittsburgh Board of Directors, I'd like to personally welcome you back to ISM for our new 2008 – 2009 session. We listened to the survey information you provided last spring and we've worked over the summer to put together an interesting and relevant slate of events. Plan now to attend meetings and seminars that will cover such critical topics as negotiations, benchmarking, international sourcing, certification, future trends and career development, to name a few.

We'll also be introducing the ISM Mentoring Program, which we successfully piloted earlier this year. Our research indicates that mentored individuals become leaders and experience increased levels of job satisfaction, (including higher salaries!), as well as enjoying and improved work / life balance. Opportunities exist for both mentors and mentees, so watch The Purchaser for more details of this exciting new benefit of your organization.

ISM Pittsburgh is one of the largest affiliates in the nation and through the dedication and tenacity of previous boards and supply chain professionals, we've been nominated and named Affiliate of the Year on multiple occasions. We are also fortunate to have talented, active and conscientious members who keep the organization vibrant and dynamic.

I'm excited and honored to be the President of the organization for this year. I look forward to seeing you at upcoming events and always welcome your input and comments, as well as your fellowship.

Have a great year.

## Members in the Military

In this new corner, ISM-Pittsburgh would like to share with the membership, information and updates on our members who are serving in the military. First and foremost, we want to recognize them and thank them for their service to our country.

Mr. Richard Yurocko who is employed by Respirationics, Inc., received orders activating him for Military deployment for the Army. Rich will be leaving in August, 2008 and will be gone through at least September, 2009. His tentative timeline has him leaving for Camp Edwards in August, 2008 with subsequent assignments at various bases before leaving for Iraq in January, 2009.

If you would like to contact him, his email address during deployment is ryurocko@gmail.com

We wish Rich the best of luck and that he returns safely.

If you know of one of our members serving in the military and would like to share an update about them, please contact Ms. Lisa Romango at klromango@aol.com

## Certification News Forwarded from ISM

### ***CPSM Exam and CPSM Bridge Exam Review Courses***

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.



Program	Item #	Dates	Location
<a href="#">CPSM Bridge</a>	<a href="#">4240</a>	October 16-17,	Las Vegas, NV
<a href="#">CPSM Exam Re-</a>	<a href="#">4246</a>	October 27-29,	Orlando, FL
<a href="#">CPSM Bridge</a>	<a href="#">4241</a>	February 2-3,	Tempe, AZ
<a href="#">CPSM Exam Re-</a>	<a href="#">4247</a>	March 2-4, 2009	San Diego, CA
<a href="#">CPSM Bridge Exam Review</a>	<a href="#">4242</a>	April 29-30, 2008	Charlotte, NC (Pre-Annual Conference)
<a href="#">CPSM Exam Re-view</a>	<a href="#">4248</a>	April 29-May 1, 2009	Charlotte, NC (Pre-Annual Conference)
<a href="#">CPSM Exam Re-</a>	<a href="#">4249</a>	July 29-31, 2009	Chicago, IL

Register at [www.ism.ws](http://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

## July 2008 ISM Report on Business~ Manufacturing Excerpt

### July 2008 Manufacturing ISM Report On Business®

PMI at 50%

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 July 2008.

**Production and Employment Growing**  
**New Orders and Inventories Contracting**  
**Supplier Deliveries Slowing**

The report was issued today by Norbert J. Ore, C.P.M., chair of the Institute for Supply Management™ Manufacturing Business Survey Committee. "In this month's report, manufacturers indicate no change in overall business activity when comparing July to June. This continues a trend biased toward relatively minor contraction established more than 12 months ago. Manufacturing has maintained a reasonable level of activity during a period in which other sectors of the economy have been in recession. While the PMI indicates little to no change has occurred during this period, it would be hard to convince manufacturers who are faced with higher costs and uncertain demand that there is little change taking place."

The six industries reporting growth in July — listed in order — are: Computer & Electronic Products; Petroleum & Coal Products; Food, Beverage & Tobacco Products; Primary Metals; Paper Products; and Chemical Products. The industries reporting contraction in July are: Plastics & Rubber Products; Wood Products; Transportation Equipment; Printing & Related Support Activities; Electrical Equipment, Appliances & Components; Machinery; Miscellaneous Manufacturing; and Fabricated Metal Products.

- "Our company has gone to a four-day/10-hour week in an effort to curtail energy costs for the company and for employees." (Transportation Equipment)
- "Competitive market forces are preventing companies from boosting prices high enough to recover raw material input costs." (Plastics & Rubber Products)
- "All automotive manufacturers (especially trucks) are down significantly." (Fabricated Metal Products)
- "It is almost impossible to keep up with the complexity of never-ending price movement." (Chemical Products)
- "We have had two large projects cancelled that we believe are solely due to the uncertain economy." (Machinery)

## ISM-Pittsburgh Report On Business~ Looking For a Few Good Participants

ISM-Pittsburgh is seeking dedicated supply management professionals to participate in the ISM-Pittsburgh Report on Business. Participation in this valuable regional economic indicator affirms the importance of local representation of our area's business productivity levels.

Completion of the Survey takes less than two minutes and is completed in Survey Monkey making the process quick, efficient and confidential. All responses are **confidential**. So, take a moment and contact Mr. Ken Micire; ISM-Pittsburgh ROB Director at pmicire@zoominternet.net or Mr. Pat Cancro; ISM-Pittsburgh Director at jpc2@psu.edu to get started now. **Samples of the Manufacturing and Non-Manufacturing Surveys are included for review on Pages 9 and 10 of the Purchaser.**

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

CERTIFICATION CORNER FOR SEPTEMBER 2008

This month's topic is "INSIGHTS FROM THOSE WHO PASSED THE CPSM EXAMINATION"

### OVERVIEW

In March ISM-Pittsburgh hosted the CPSM pilot examinations. Examinations 1 and 2 were given on March 15 followed by Examination 3 on March 29<sup>th</sup>. Of the twenty-eight who signed up at least thirteen passed all three examinations, or 46.4%. This percentage is slightly higher than the success mentioned to me by some attendees from other affiliates at a workshop I attended in June.

I polled those who passed all three examinations in Pittsburgh with seven questions. Four individuals responded. I found their answers interesting and decided to share them with the readers of this column. Who they are, and their specific answers, are not identified in this column. In some cases there was more than one point of view. I did not attempt to choose "better" responses or "worse" responses. Each responded to the questions as he/she saw fit. Hopefully, their insights will be useful to those preparing for the CPSM examination and those who are thinking about earning the credential. Here are the questions and answers. These are slightly edited responses without my comments.

#### How did you study for the CPSM exam?

All used the CPSM Study Guide. The "Professional Series" was not yet available.

#### About how many hours did you study for the CPSM exam?

Answers varied widely from 30 to 125 hours.

#### Over what period did you study? A few days? A few weeks? Several weeks?

Most said several weeks. Generally, about two weeks per examination.

#### How helpful was the CPSM Study Guide? Very helpful? Somewhat helpful? Not very helpful?

Overall, somewhat helpful.

#### Any study tips for those who follow you? Beginning with this question the responses become more varied.

Knowing the material is helpful but knowing how to apply it is the key.

One said "Don't spend money on the supplemental materials." Another said "Read the supplemental materials."

Take your time and be sure to understand the concepts.

Be able to read quickly and pace yourself.

Don't get bogged down – stay focused.

Make notes in margins of study guide, make flash cards, underline/ highlight key concepts.

Cross-reference key concepts between examinations.

Cross-reference similar indexed terms in the three study guide volumes.

Study then restudy the material.

#### Any test-taking tips for those that follow you?

I felt like a lot of the questions asked on the test were not covered in the study guide. So, I assume topics that were missed in the study guide might be topics that were covered in supplemental readings. That said—read the supplemental materials in addition to the study guide.

It's about test taking, not correct answers.

Questions are not black and white taken directly out of the study guides. They give you situations where you must come up with the best answer.

Sometimes more than one answer could apply. You need to pick the BEST answer.

(Continued on Page 7)

**Certification Corner—Authored By Dr. Michael A. McGinnis; CPSM, C.P.M., (continued from Page 6)**

You have to read quickly. Don't get bogged down, keep moving, stay focused. Pace yourself.

There are 165 questions in 165 minutes on exams #1 and #2, and 180 questions and 180 minutes on exam #3 and the CP.M. to CPSM bridge exam. You have to proceed quickly. If you are a slow reader you could have a challenge.

**Briefly, what advice would you give to someone preparing for the CPSM? A short answer is all that is needed?**

Know the material but more importantly be able to read a story where you are placed into a real life situation and must respond.

The questions are not direct and you must wade through a set of facts before you get to the punch line.

The examinations are more about business fundamentals than strictly supply management.

Get the Study Guides and read them.

A good test taking seminar would be beneficial if you struggle with these types of exams.

Make sure you understand the decision making and the "why" of each topic.

There you have it! I found that the insights from some who passed all three CPSM examinations provide a lot of perspective. Thanks to the four individuals who took the time to share their experience and insight into the CPSM examination experience!

QUESTIONS ON CERTIFICATION? CHECK THE INSTITUTE FOR SUPPLY MANAGEMENT WEBSITE AT [www.ism.ws](http://www.ism.ws) THEN CLICK ON "PROFESSIONAL CREDENTIALS."

STILL HAVE QUESTIONS? CONTACT ME AT [mam47@psu.edu](mailto: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](mailto:mam47@psu.edu) OR SEE ME AT ANY MONTHLY MEETING.

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

Associate Professor of Business

Penn State New Kensington

Phone: 724-334-6158, Email: [mam47@psu.edu](mailto:mam47@psu.edu)

**SAMPLE Questionnaire for the ISM-PITTSBURGH BUSINESS SURVEY COMMITTEE For Non-Manufacturing Businesses**

Answers should reflect the responsibility level of **YOUR** purchasing organization (division, company, or other organization) It is essential that questions only have **ONE** answer, and that **ALL** questions are answered. You are encouraged to consult with others in your company or organization in order to provide current and accurate answers to all the questions.

RETURN TO: Dr. John P. Cancro, Ph.D., C.P.M.

E-mail: jpc2@psu.edu

1. **GENERAL REMARKS** - Comment regarding any business condition (local, national, or international) that affects your purchasing operation or the outlook for your company or organization.

Remarks: \_\_\_\_\_

2. **LEVEL OF BUSINESS ACTIVITY** - Check the **ONE** box that best expresses the current month's level (units, not dollars) of overall business activity (work units, hours, or other measure) compared to the previous month.

Higher than a month ago                       Same as a month ago                       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

3. **NEW ORDERS OR ACTIVITY REQUESTS** - Check the **ONE** box that best expresses the current month's level of new business or activity (units, not dollars) compared to the previous month.

Higher than a month ago                       Same as a month ago                       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

4. **BACKLOG OF ORDERS OR ACTIVITY REQUESTS** - Check the **ONE** box that best expresses the current month's level (units, not dollars) of unfilled orders or requests compared to the previous month.

Do not measure backlog                       Higher than a month ago                       Same as a month ago                       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

5. **NEW ORDERS FOR WORK OUTSIDE THE U.S.** - Check the **ONE** box that best expresses the current month's level (units, not dollars) compared to the previous month.

Do not perform/measure                       Higher than a month ago                       Same as a month ago                       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

6. **INVENTORIES OF PURCHASED PRODUCTS** - Check the **OVERALL** inventory levels (units, not dollars) of products used in your business or activities compared to the previous month.

Do not have inventories                       Higher than a month ago                       Same as a month ago                       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

- 6A. If you have inventories of purchased materials, how does their level **THIS MONTH** compare to your desired levels?

Above desired level                       about right (at desired level)                       below desired level

7. **IMPORTS** - Check the **ONE** box that best expresses the current month's **OVERALL** use of imported materials (units, not dollars) in your business or activities compared to the previous month.

Do not use imports                       Higher than a month ago                       Same as a month ago                       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

8. **PRICES PAID** - Check the **ONE** box that best expresses the current month's level of approximate net weighted average prices paid for purchased commodities and/or services compared to the previous month.

Higher than a month ago                       Same as a month ago                       Lower than a month ago

List specific commodities and/or services (generic names) which are up or down in price this month compared to the previous month.

UP IN PRICE: \_\_\_\_\_

DOWN IN PRICE: \_\_\_\_\_

9. **EMPLOYMENT** - Check the **ONE** box that best expresses the current month's **OVERALL** level of employment (including temporary or contract personnel) compared to the previous month.

Higher than a month ago                       Same as a month ago                       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

10. **SUPPLIER DELIVERIES** - Check the **ONE** box that best expresses the current month's **OVERALL** delivery performance for purchased commodities and services compared to the previous month.

Faster than a month ago                       Same as a month ago                       Slower than a month ago

Reason if faster or slower: \_\_\_\_\_

**SAMPLE QUESTIONNAIRE for the ISM-PITTSBURGH BUSINESS SURVEY COMMITTEE for Manufacturing Businesses**

Answers should reflect the responsibility level of **YOUR** purchasing organization (plant, division, company). It is essential that questions only have **ONE** answer, that **ALL** questions are answered. You are encouraged to consult with others in your company or organization in order to provide current and accurate answers to all the questions.

RETURN TO: Dr. John P. Cancro, Ph.D., C.P.M.

E-mail: jpc2@psu.edu

1. **GENERAL REMARKS** - Comment regarding any business condition local, national, or international that affects your purchasing operation or the outlook for your company or industry. Your opinion and comments are very important.

Remarks: \_\_\_\_\_

2. **PRODUCTION** - Check the **ONE** box that best expresses the current month's level (units, not dollars) compared to the previous month.

Better than a month ago       Same as a month ago       Worse than a month ago

Reason if better or worse: \_\_\_\_\_

3. **NEW ORDERS** - Check the **ONE** box that best expresses the current month's new orders (units, not dollars) compared to the previous month.

Better than a month ago       Same as a month ago       Worse than a month ago

Reason if better or worse: \_\_\_\_\_

4. **BACKLOG OF ORDERS** - Check the **ONE** box that best expresses the current month's backlog or orders (unfilled sales orders) units not dollars compared to the previous month.

Do not measure backlog of orders       Greater than a month ago       Same as a month ago       Less than a month ago

Reason if greater or less: \_\_\_\_\_

5. **NEW EXPORT ORDERS** - Check the **ONE** box that best expresses the current month's new export orders (units, not dollars) compared to the previous month.

Do not export       Better than a month ago       Same as a month ago       Worse than a month ago

Reason if better or worse: \_\_\_\_\_

6. **INVENTORIES OF PURCHASED MATERIALS** - Check the **OVERALL** inventory level (units, not dollars) including raw, MRO, intermediates, (not finished goods, unless purchased) compared to the previous month.

Higher than a month ago       Same as a month ago       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

Do you perceive **THIS MONTH**, your customers' inventories of products they order from you, as being:

Too High       About Right       Too Low

7. **IMPORTS** - Check the **ONE** box that best expresses the current month's **OVERALL** imports (units, not dollars) including raw, MRO, components, intermediates, etc., (not finished goods unless purchased) compared to the previous month.

Do not import       Higher than a month ago       Same as a month ago       Lower than a month ago

Reason if higher or lower: \_\_\_\_\_

8. **COMMODITY PRICES** - Check the **ONE** box that indicates the current month's level of change in approximate net weighted average prices of the commodities you buy compared to the previous month.

Higher than a month ago       Same as a month ago       Lower than a month ago

List specific commodities (use generic names, not proprietary) which are up or down in price since the last report.

UP IN PRICE: \_\_\_\_\_

DOWN IN PRICE: \_\_\_\_\_

9. **EMPLOYMENT** - Check the **OVERALL** level of employment compared to the previous month.

Greater than a month ago       Same as a month ago       Less than a month ago

Reason if greater or less: \_\_\_\_\_

10. **SUPPLIER DELIVERIES** - Check **ONE** box that best expresses the current month's **OVERALL** delivery performance compared to the previous month.

Faster than a month ago       Same as a month ago       Slower than a month ago

## 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 11)

**CPSM Supplemental Reading List Provided by ISM** (continued from Page 11)

- **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](http://www.ism.ws) for additional supplemental book selections.

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### Where's My Membership Card?

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

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Then Select Print the Membership Card.

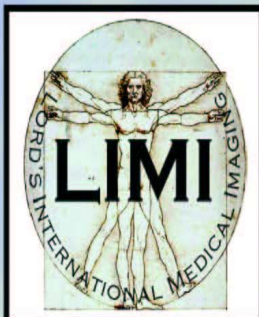
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# ISM-Pittsburgh

## 2008 Professional Development Survey Summary

### Topics of Greatest Interest

Negotiation Preparation

Best in Class Practices in Procurement & Supply Management

Applying Tools of Cost & Price Analysis

Project Management for the Supply Management Professional

How to Manage Contract Performance

Competitive Market Analysis

Supply Chain Risk

Global Negotiations

The Decade Ahead in Supply Management

Reporting Cost Savings in an Escalating Price Environment

### Most Popular Groups

Supplier Management

Women in Leadership

Services

Materials Management

Electronic Supply Management

### Most Popular Forums

Steel Buyers

Petroleum Industry Buyers

Association Management

The ISM-Pittsburgh Board of Directors is currently working to create an exceptional 2008-2009 professional development program year based upon the information obtained in the Professional Development Survey conducted in April, 2008. This information in combination with monthly forum and dinner meeting survey responses will serve as the basis of the programs offered in 2008-2009.

**2008-2009 ISM-Pittsburgh Slate of Events****Dinner Meetings:** Third Tuesday of Each Month (September – May)**Purchasing Month:** March, 2009**Golf Classic:** June 15, 2009**Location:** Sheraton Station Square, Pittsburgh, PA**September 16, 2008****Dinner Meeting****Forum Topic:** Benchmarking Essentials for the Supply Management Professional**Speaker:** TBD**Dinner Meeting Topic:** Creating a Purchasing Price Index as a Key Performance Indicator**Speaker:** Mr. Robi Bendorf; CPSM, C.P.M., President, Bendorf & Associates**September 19, 2008****One Day Seminar****Topic:** Fundamentals of Procurement & Supply Chain Management for the New Buyer**Location:** Ariba, Inc.**Instructed by:** Dr. Soheila Lunney; President, Lunney Advisory Group**October 10, 2008****Get it Going in the AM Seminar:****8:00 a.m. – 10:00 am****Topic:** Developing Leadership Skills for the Supply Management Professional**Location:** TBD**Instructed by:** Ms. Kathi Jobkar; C.P.M., Corporate Procurement Manager, Allegheny Technologies, Inc.**October 16, 2008****Satellite Seminar****Topic:** Applying Lean Concepts in Supply Management**Location:** Allegheny Energy Offices in Greensburg, PA**October 21, 2008****Dinner Meeting****Plant Tour:** FedEx Corporate Headquarters Tour**Location:** Moon Township**November 7, 2008****One Day Seminar****Topic:** Best in Class Practices in Procurement & SCM**Location:** Ariba, Inc.**Instructed by:** Dr. Soheila Lunney; President, Lunney Advisory Group

(Continued on Page 15)

**November 18, 2008**

**Dinner Meeting**

**Forum Topics:**

**Forum 1:** Focused Preparation for the CPSM Exam (Panel Discussion)

**Forum Facilitator:** Dr. Michael McGinnis; CPSM, C.P.M., Associate Professor PSU New Kensington

**Forum 2:** Negotiation Do's & Don'ts

**Forum Facilitator:** Mr. Ernest Gabbard; JD, CPSM, C.P.M., Corporate Procurement Director, Allegheny Technologies, Inc.

**Dinner Meeting Topic:** Mitigating Risk in the Area of Supply Management

**Dinner Speaker:** Mr. Chris Stockwell; Vice President Procurement, H.J. Heinz, Inc.

**December 16, 2008**

**Dinner Meeting**

**Holiday Event**

**Forum:** The Use of Handwriting Analysis in the Business World

**Forum Speaker:** Mr. Dennis Duez; Expert Handwriting Analyst

**Dinner Meeting Topic:** The Impact of Behavioral Style on Your Professional Success

**Dinner Meeting Speaker:** Ms. Ginny Berger; Principal, Partners for Performance Consulting

**January 20, 2009**

**Dinner Meeting**

**Forum:** Developing Nations & The Economic Impact on the Global Economy: Focusing on Brazil, Russia, India and China

**Forum Speaker:** Dr. Dave Hanson; Professor, Duquesne University

**Dinner Meeting Topic:** International Finance for Supply Management Professionals

**Dinner Meeting Speaker:** Mr. Ron Summerhill; C.P.M., Purchasing Manager, Latrobe Specialty Steel

**February 17, 2009**

**Dinner Meeting**

**Forum Topic 1:** Focused Preparation for the CPSM Exam (Panel Discussion)

**Forum Facilitator:** Dr. Michael McGinnis; CPSM, C.P.M., Associate Professor PSU- New Kensington

**Forum Topic 2:** Supply Chain Management: Time for a Career Development Tune Up

**Forum Speaker:** A Representative from American Eagle's Human Resources Department

**Dinner Meeting Topic:** The Decade Ahead in Supply Management

**Dinner Meeting Speaker:** A Representative from Ariba, Inc.

**February 26, 2009**

**One Day Seminar**

**Supply Market Analysis for a Competitive Advantage**

**Location:** Ariba, Inc.

**Instructed by:** Mr. David Hargraves; C.P.M., Director, Strategic Sourcing: UPMC

(Continued on Page 16)

March 24, 2009

**One Day Seminar**  
**Purchasing Month**  
**Topic:** TBD  
**Speaker:** TBD

April 10, 2009

**Get it Going in the AM Seminar:**  
**8:00 – 10:00 am:**  
**Topic:** Developing Leadership Skills for the Supply Management Professional  
**Location:** TBD  
**Instructed by:** Ms. Kathi Jobkar; C.P.M., Procurement Manager, Allegheny Technologies, Inc.

April 21, 2009

**Dinner Meeting**  
**Forum Topic:** Top Ten Current & Future Skills for Supply Management Professionals  
**Speaker:** A Representative from Kelly Services, Inc.  
**Dinner Meeting Topic:** Ethical Leadership – Achieving Individual & Organizational Excellence  
**Speaker:** Mr. Jim Weber; Professor Business Ethics & Director Beard Center for Leadership in Ethics at Duquesne University

April 23, 2009

**Satellite Seminar**  
**Topic:** Preparing to Negotiate On-Shore & Offshore  
**Location:** Allegheny Energy Offices located in Greensburg, PA

May 21, 2009

**One Day Seminar**  
**Topic:** Contract & Procurement Law Seminar  
**Location:** Ariba, Inc.  
**Instructed by:** Mr. Ernest Gabbard; JD, CPSM, C.P.M., Corporate Procurement Director with Allegheny Technologies

May 19, 2009

**Dinner Meeting**  
**Excellence in Education Evening**  
**Forum Topic:** The Contract Life Cycle ~ Contract Performance ~ Focusing on Writing & Negotiations  
**Forum Presenter:** Mr. Charles Dominick; SPSM, President Next Level Purchasing, Inc.  
**Dinner Meeting Topic:** The Contract Life Cycle ~ Focusing on Contract Management  
**Speaker:** Ms. Kathi Jobkar; C.P.M., Corporate Procurement Manager, Allegheny Technologies, Inc.

June 4, 2009

**Satellite Seminar**  
**Topic:** Talent & Career Management for Supply Professionals  
**Location:** Allegheny Energy Offices located in Greensburg, PA

June 15, 2009

**ISM-Pittsburgh Annual Golf Classic**  
**Location:** Quicksilver Golf Course

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**~SEMINAR & WORKSHOP  
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PROCUREMENT PROFESSIONALS~**

ISM-Pittsburgh Sponsored All -Day Seminars

Date: September 19, 2008  
Seminar: Fundamentals of SCM for the New Buyer  
Instructed by: Dr. Soheila Lunney  
Location: ARIBA Headquarters  
ISM Member Cost: \$450  
Non Member Cost: \$550

Date: October 10, 2008  
Seminar: Developing Leadership Skills for the SCM Professional  
Instructed by: Ms. Kathi Jobkar  
Location: Monroeville  
ISM Member Cost: \$40  
Non Member Cost: \$50

Date: November 7, 2008  
Seminar: Best in Class Practices in Procurement & SCM  
Instructed by: Dr. Soheila Lunney  
Location: ARIBA Headquarters  
ISM Member Cost: \$450  
Non Member Cost: \$550

Date: February 26, 2009  
Seminar:  
Instructed by: Mr. David Hargraves  
Location: ARIBA Headquarters  
ISM Member Cost: \$450  
Non Member Cost: \$550

Date: March 24, 2009  
Purchasing Month Seminar: *Topic TBD*  
Instructed by: TBD  
Location: Sheraton Station Square  
ISM Member Cost: No Cost  
Non Member Cost: \$280 (includes free 14 month

membership in ISM-Pittsburgh)

Date: April 10, 2009  
Seminar: Developing Leadership Skills for the SCM Professional  
Instructed by: Ms. Kathi Jobkar  
Location: Cranberry Twp.  
ISM Member Cost: \$40  
Non Member Cost: \$50

Date: May 21, 2009  
Seminar: Procurement & Contract Law  
Instructed by: Mr. Ernest Gabbard  
Location: ARIBA Headquarters  
ISM Member Cost: \$450  
Non Member Cost: \$550

ISM-Pittsburgh 2008-2009 Satellite Seminars:

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

**Thursday, April 23, 2009** Preparing to Negotiate—Onshore and Offshore

**Thursday, June 4, 2008** 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.

**~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

## Does Cost Containment Have 4 C's or 2:? : by Mr. Charles Dominick; SPSM

### What Are The 4 C's Of Cost Containment?

If you're looking at the letters in the term "cost containment," you'll only see two "c's." But there are actually four "c's" associated with the practice of cost containment. Use these four techniques to maximize the results from your cost containment initiative.

**Consolidation** - A timeless principle of cost-effective purchasing and supply management is that the more you buy, the less you pay per unit. So you need to consolidate your enterprise-wide spend in a category or combination of categories into a large "market basket" that you will entice suppliers to bid on. Leveraging your volume in this way helps to maximize the cost savings available to you.

**Competition** - Competition between suppliers is a powerful tool for reducing costs. After you have developed your market basket, you should identify a healthy number of suppliers to bid on your requirements, perhaps even using a reverse auction, if appropriate. The less certainty that suppliers have about earning a valuable chunk of business, the more aggressive their pricing will be.

**Contracting** - What gives suppliers a lot of incentive to win your business? A long-term guarantee of a certain volume of business does! If you are able to promise a forecasted quantity to the successful supplier via a contract lasting three or more years, you will likely inspire in suppliers a keen interest in helping you achieve your cost containment goals.

**Collaboration** - Your cost containment work doesn't have to end when the contract is signed. You can collaborate with your supplier to identify waste, inefficiencies, and other opportunities to take cost out of the supply chain in a manner such that both your organization and the supplier can financially benefit. Agree to meet regularly during the term of the contract with the goal to exchange ideas that can result in measurable cost containment activities.

With a large market basket, maximized supplier competition, a contractual guarantee of multi-year volume, and a plan for working with your suppliers, you are well on your way to cost containment success!

Reprinted from the August 26, 2008 version of PurchTips; Authored by Mr. Charles Dominick; President of NextLevel Purchasing, Inc.

<http://www.NextLevelPurchasing.com/spsm>

**ISM-Pittsburgh Launches a Mentoring Program ~ Press Release****Institute for Supply Management of Pittsburgh has strong positive influence  
on region's youth**

*Local Pittsburgh affiliate announces launch of mentoring program, scholarship winners*

PITTSBURGH (August 13, 2008) – The Institute for Supply Management of Pittsburgh (ISM-Pittsburgh), a 700-member organization that supports *supply management* practitioners in the Pittsburgh area through professional and personal development, is launching a new mentoring program for *its membership following a successful six-month pilot initiative*.

The local affiliate *also recently* awarded six scholarships to high school and college students, totaling \$15,000 in direct tuition support. Both programs aim to help develop the region's *supply management* professionals into future leaders by building their career skills and teaching the value of education, networking, and communication.

"We're extremely pleased to see that the pilot mentorship program offered a supportive and *positive developmental* environment for those interested in and pursuing the *profession*," said *ISM-Pittsburgh* Executive Director Lisa Romango. "The launch of our affiliate mentoring initiative in the 2008-2009 Program Year is another example of our commitment to the region's best and brightest as we continue our goal to significantly contribute to the overall development of supply management professionals in the region." The affiliate mentoring committee also recognizes that as the academic year begins, each of our deserving scholarship winners will also receive their awards, *which will help* them focus on the value of their educations.

*ISM-Pittsburgh* supports students *pursuing a higher level of education* through the granting of scholarships. It awarded scholarships in three categories: three for sons and daughters of members, one to a Duquesne University student pursuing a supply chain management degree, and two for Pittsburgh-area schools needs-based scholarships.

*ISM-Pittsburgh* members interested in participating in the mentorship program can request an application by contacting Lisa Romango at [klromango@aol.com](mailto:klromango@aol.com) or by visiting the *ISM-Pittsburgh* website ([www.ism-pittsburgh.org](http://www.ism-pittsburgh.org)) to obtain an application by December 1, 2008. The formal mentoring committee will review all applicants. Mentors and mentees will be paired based on criteria designed to achieve maximum benefit for all participants.

## ISM Press Release ~ ISM Position Statement on Sustainability

FOR RELEASE: August 29, 2008

**Media Contacts:**

ISM Public Relations  
Jean McHale  
800/888-6276, extension 3143  
[jmchale@ism.ws](mailto:jmchale@ism.ws)

Lindsey Yentes  
800/888-6276, extension 3087  
[lyentes@ism.ws](mailto:lyentes@ism.ws)

### New ISM Position Statement on Sustainability

(Tempe, AZ) August 29, 2008 – Supply management decisions should be based upon the organization's written strategic plan as well as its sustainability and social responsibility policies. This is the official position of the world's first and largest supply management organization, Institute for Supply Management™. For more than four years, ISM has provided tools, information and best practices to help supply management professionals gain executive support and internal consensus for social responsibility and sustainability initiatives.

ISM defines sustainability as "the ability to meet current needs without hindering the ability to meet the needs of future generations in terms of economic, environmental and social challenges."

In a position statement released this month, ISM encourages supply management professionals to have a thorough understanding of their organization's sustainability and social responsibility concepts and policies, as well as their role within those policies and work with suppliers to achieve certain goals while adding value to the business. ISM's Position Statements are drafted at the staff and committee level, and then brought to the ISM Board of Directors for final approval. All ISM Position Statements can be found online at [www.ism.ws](http://www.ism.ws). Select [Media Room](#).

Supply professionals interested in successfully developing and integrating sustainability and social responsibility initiatives into their own organizations and supply chains may also wish to attend the inaugural Conference on Sustainability and Social Responsibility November 6-7, 2008 at the Marriott Inn and Conference Center in Adelphi, Maryland. Visit the ISM Web site for [agenda, registration information and online registration](#).

For more information, including ISM's Principles of Social Responsibility, visit ISM's Social Responsibility Web site at [www.ism.ws/sr](http://www.ism.ws/sr).

*As the largest supply management institute in the world, the mission of Institute for Supply Management™ (ISM) is to lead supply management. By executing and extending its mission through education, research, standards of excellence, influence building and information dissemination – including the renowned monthly ISM Report On Business® – ISM continues to extend the global impact of supply management. ISM is proud to recognize professional excellence in supply management with awards such as the ISM R. Gene Richter Awards for Leadership and Innovation in Supply Management and the J. Shipman Gold Medal Award. ISM's membership base includes more than 40,000 supply management professionals in 75 countries. Supply management professionals are responsible for trillions of dollars in the purchases of products and services annually. ISM is a member of the International Federation of Purchasing and Supply Management (IFPSM).*



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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](mailto: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.

## Welcome to ISM-Pittsburgh's Newest Members

### Regular Members

Carl Depasquale; Procurement Specialist, University of Pittsburgh

Robert Dudas; eProcurement Manager, PPG Industries

Chris Meckling; Supply Chain Specialist, Kennametal, Inc.

Jason Phillips; Sr. Raw Material & Pkg. Buyer, Bayer Material Science

Dustin Deroche; Supply Chain Specialist, Kennametal, Inc.

Steve Geyer; Supply Chain Specialist, Kennametal, Inc.

Frank Kozleuchar; Procurement – USSteel Corp.

John Krull; Buyer, Dairy Ingredients, HJHeinz Innovation Center

Marvin Munn; Commodity Specialist, Westinghouse Electric Co.

Terry Noel; Purchasing Agent, St. Vincent's College

Stephanie A. Perich; Global Procurement Engineering Team, Medrad, Inc.

Ryan Piaggese; MRO Procurement, USSteel Corp.

Todd Priddy; Buyer, FedEx Ground

### Academic Members

Brenda Jones; Student

Christina Sereday; Student

## Congratulations to our Newest CPSM's

Jamie Alderman; Alcoa, Inc.

Diana Graham; PNC Financial Services, Inc.

James Polak; PPG Industries

Randall Rolfsmeyer; PNC Financial Services, Inc.

Ruth Siegel; Ariba, Inc.

Robi Bendorf; Bendorf & Associates

Cathy McElroy; Medrad, Inc.

Stephen Tambolas; Strategic Supply Chain Management LLC

Michael McGinnis; The Penn State University

Ernest Gabbard; Allegheny Technologies, Inc.

## Special Offer for Pittsburgh ISM Members

### *Speaking with One Voice* Program

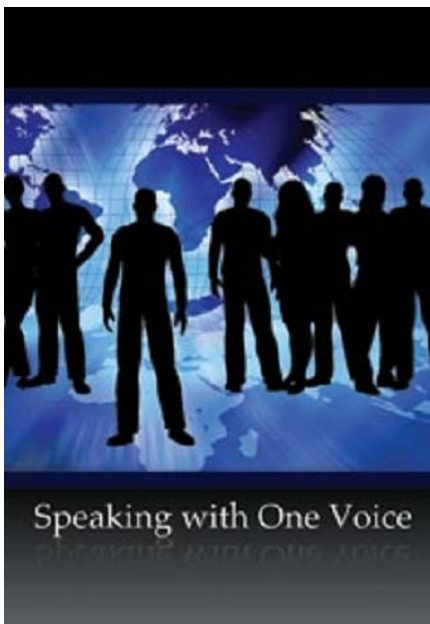
Are you frustrated with suppliers who do “end runs” around your sourcing teams?

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**

**September 16, 2008**  
**ISM-Pittsburgh Dinner Meeting**  
**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:** \_\_\_\_\_

**Please Note that the Dinner Meeting Program starts at 6:30 p.m. for this month only**  
**The Forum Session will start at the regular time of 4:30 p.m.**

**I Will Attend:**

**Forum Only** \_\_\_\_\_

**Dinner Only** \_\_\_\_\_

**Forum & Dinner Reservation** \_\_\_\_\_

**Vegetarian Dinner Requested** \_\_\_\_\_

**FAX TO: (724) 508-0218**

## Exceptional One-Day Seminars

*on*

### ~ Fundamentals of Procurement & Supply Chain Management for the New Buyer ~ ~Best in Class Practices in Procurement & Supply Chain Management~ Instructed by Dr. Soheila Lunney

Name: \_\_\_\_\_

Title: \_\_\_\_\_

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Credit Card Information: \_\_\_\_\_

**TOPICS/DATES:** Fundamentals of Procurement for the New Buyer- September 19

Best in Class Practices in Procurement & Supply Chain Management-November 7

**LOCATION:** ARIBA Headquarters — 210 Sixth Avenue — Pittsburgh — PA 15222

**REGISTRATION:** 8:00 a.m.— 8:30 a.m.

**SEMINARS:** 8:30 a.m. to 3:30 p.m.

**LENGTH :** Six hours and one hour lunch

**ISM MEMBER SINGLE SEMINAR COST:** \$450.00 payable to ISM-Pittsburgh

**NON MEMBER SINGLE SEMINAR COST:** \$550.00 payable to ISM-Pittsburgh

**ISM MEMBER DISCOUNTED TWO SEMINAR COST:** \$800.00 payable to ISM-Pittsburgh

**NON MEMBER DISCOUNTED TWO SEMINAR COST:** \$1000.00 payable to ISM-Pittsburgh

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

**Attendees will receive six continuing education hours for each session**

*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.*

This ISM-Pittsburgh Sponsored Seminar  
will outline the fundamental responsibilities of the [procurement function](#) and how they contribute to the success of any organization

## Fundamentals of Procurement & Supply Chain Management for the New Buyer

Date: September 19, 2008  
8:30 am – 4:00 pm

Location: Ariba Headquarters  
210 Sixth Avenue, Pittsburgh, PA

Prepared and  
Conducted by: Dr. Soheila Lunney

*This seminar will provide the new and recently appointed [procurement staff](#) with the necessary skills and techniques to focus on 'procure-to-pay' cycle and conduct their activities in an efficient and professional manner*

Take advantage of this opportunity  
to learn methods and approaches to 'purchasing smarter' from a highly experienced supply chain professional

*Presenter will share real life examples of supply chain challenges and solutions benefiting new buyers in diverse industries*

*Earn 6 Continuing Education Hours (CEHs) for your participation*

For more information contact:  
Lisa Romango, at [klromango@aol.com](mailto:klromango@aol.com) or (412) 967- 9104

**ISM-Pittsburgh**

**This ISM-Pittsburgh Sponsored Seminar  
will highlight the increased impact of Procurement/Supply Chain Management  
on company profitability and long-term business success. Procurement is now in a position  
to affect company profitability faster and more dramatically than any other corporate function**

## **Best in Class Practices in Procurement and Supply Chain Management**

**Date:** November 7, 2008  
8:30 am – 4:00 pm

**Location:** Ariba Headquarters  
210 Sixth Avenue, Pittsburgh, PA

**Prepared and  
Conducted by:** Dr. Soheila Lunney

***This seminar will outline best practices that procurement professionals can use  
to transition from tactical execution of POs to the acquisition of goods and ser-  
vices at optimum Total Cost of Ownership (TCO) from reliable sources while  
proactively contributing to the bottom line***

***Presenter will share new and emerging practices adopted by leading edge or-  
ganizations to create competitive advantage***

***Take advantage of this opportunity  
to hear from a highly experienced supply chain professional  
how to reduce costs and add value  
even if you have limited resources and minimal buying leverage***

***Earn 6 Continuing Education Hours (CEHs) for your participation***

For more information contact:  
Lisa Romango, at [klromango@aol.com](mailto:klromango@aol.com) or (412) 967- 9104

**ISM-Pittsburgh**

**ISM-Pittsburgh Sponsored Seminar**  
**Developing Leadership Skills in the Supply Professional**  
**Instructed by Ms. Kathi Jobkar; C.P.M.**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Street Address: \_\_\_\_\_

City/State/Zip Code: \_\_\_\_\_

Bus. Phone #: \_\_\_\_\_ Bus. Fax #: \_\_\_\_\_

Email: \_\_\_\_\_

CC #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

- DATE:** Thursday, October 10, 2008
- TOPIC:** Developing Leadership Skills in the Supply Chain Management Professional
- Instructor:** Ms. Kathi Jobkar; C.P.M.
- LOCATION:** Monroeville, PA (exact location to be determined)
- TIME:** 8:00 a.m. to 10:00 a.m.
- PROGRAM LENGTH:** 2 hours
- DRESS:** Business Casual
- COST:** **\$40.00 Member**  
**\$50.00 Non-Member**

Checks may be made payable to ISM-Pittsburgh

Confirmation will be forwarded approximately one week prior to the seminar

Two Continuing Education Hours will be Awarded

Cancellation Policy: No refunds will be issued unless registration is canceled two weeks prior

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

# ISM Sponsored Satellite Seminar Registration Form

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Street Address: \_\_\_\_\_

City/State/Zip Code: \_\_\_\_\_

Bus. Phone #: \_\_\_\_\_ Bus. Fax #: \_\_\_\_\_

Email: \_\_\_\_\_

**DATE:** Thursday, October 16, 2008

**TOPIC:** Applying Lean Concepts in Supply Chain Management

**DESCRIPTION:**

A growing number of companies are discovering the value of implementing lean processes, enabling them to focus on actions that create value and eliminate activities that represent waste in systems, processes, procedures and practices. Whether you are in a services or manufacturing environment, learn how "lean" can boost your continuous improvement efforts, reduce cycle times, cut costs and improve delivery times. This program will explore the benefits and challenges in making the transformation to a lean organization.

**LOCATION:** Allegheny Energy's Office; 800 Cabin Hill Drive, Greensburg, PA

**TIME:** 10:00 a.m. to 2:30 p.m.

**LENGTH OF PROGRAM:**

4 hours  
(There will be a 30-minute break after 2 hours lunch will be provided)

**DRESS:** Business Casual

Confirmation will be forwarded approximately one week prior to the seminar.

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

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600 GRANT STREET, 43<sup>RD</sup> FLOOR  
PITTSBURGH, PA 15219  
**PHONE: 412-768-9341 – FAX: 412-762-7336**  
**E-MAIL: [paul.bucciarelli@pnc.com](mailto:paul.bucciarelli@pnc.com)**

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ALLEGHENY TECHNOLOGIES  
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**PHONE: 724-226-6359 – FAX: 724-226-6226**  
**E-MAIL: [ddudney@allegHENYtechnologies.com](mailto:ddudney@allegHENYtechnologies.com)**

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**E-MAIL: [georgebissett@consolenergy.com](mailto:georgebissett@consolenergy.com)**

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3328 CATHEDRAL OF LEARNING, RM. 3412  
PITTSBURGH, PA 15260  
**PHONE: 412-624-6208 – FAX: 412-624-5472**  
**E-MAIL: [pcarpinelli@bc.pitt.edu](mailto:pcarpinelli@bc.pitt.edu)**

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LISA ROMANGO  
202 FIELD CLUB RIDGE.  
PITTSBURGH, PA 15238  
**PHONE: 412-967-9104 - FAX: 412-967-9105**  
**E-MAIL: [lisaromango9104@comcast.net](mailto:lisaromango9104@comcast.net)**

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PAULA MASSEY  
208 WOODVIEW DRIVE  
BEAVER, PA 15009  
**PHONE: 724-508-0200 – FAX: 724-508-0218**  
**E-MAIL: [paulamis@comcast.net](mailto:paulamis@comcast.net)**

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