



ISM Membership
October 1, 2010
32,923



Number of CPSM®s
September 30, 2010
2,266

AFFILIATE SUPPORT

Don't Forget ... Submission Deadline for ISM's 2010 Award Programs is January 31, 2011!

ISM Persons of the Year

The ISM Persons of the Year Awards honor members who go beyond the regular scope of work to make outstanding contributions to ISM and the profession. The ISM Persons of the Year Awards include:

- Education/Learning Person of the Year
- Innovation/Creativity Person of the Year
- Leadership Person of the Year
- Marketing/Communicating Person of the Year
- Volunteer Person of the Year

Affiliate Excellence Awards/Groups and Forums Excellence Awards

The Affiliate Excellence Awards and the Groups and Forums Excellence Awards recognize those Affiliates and Groups and Forums that demonstrate excellence in their professional operations, educational offerings and recruitment, and training and retention efforts, while at the same time communicating the value and prestige of the Institute for Supply Management™ and the supply management profession.



For information about these programs, go to www.ism.ws and select Members Only, Affiliate

Resources, Affiliate Support and then [ISM Awards Program](#).

**Registration
Now Open!**

*Affiliate Leadership
Training Program*



**Orlando, Florida
May 13-14, 2011**

Register Now!

Watch for more details in upcoming issues of *NewsLine*.

PROFESSIONAL CREDENTIALS



Offer Your Affiliate Members a Complete Package — Host CPSM® On-Site Testing

Give your members and potential members a complete package by hosting CPSM® On-Site Testing in conjunction with your scheduled exam review and preparation courses. Most affiliates already offer CPSM® Exam review and preparation courses to their members. Don't forget, you can give them an all-inclusive experience by offering on-site testing at the end of your series of exam preparation courses.

With the added interaction of hosting the exams, your affiliate has the opportunity to increase revenue, engage existing members and gain exposure to new members.

Your members will appreciate the ability to do it all in one shot. They'll have more opportunity to network and connect with other professionals, as well as ease their test anxiety by being in a familiar environment. Find out the details and minimum requirements by contacting [Kathy Braase](#) or [Trish True](#), 800/888-6276 or +1 480/752-6276, extensions 3061 or 3086.



Veterans - CPSM[®] Exam Fees Reimbursed Under the GI Bill

Don't forget, the United States Department of Veterans Affairs reimburses for CPSM[®] Exam fees. Our exams are specifically approved for the GI Bill. The VA pays for the cost of the tests and not other fees connected with obtaining the CPSM[®] (study materials, application fees, etc.).

According to the GI Bill website, you may receive this benefit if you are eligible for:

- The Montgomery GI Bill (also called the MGIB or Chapter 30)
- VEAP (also called Chapter 32), or
- Dependents Educational Assistance (also called DEA or Chapter 35) (DEA is a benefit for children, spouses, and surviving spouses of veterans with 100% service-connected disability or who died in service or due to service-connected disability.)

You can receive up to US\$2,000 per test (but not more than the cost of the test). There is no limit to the number of tests you can take.

For more details, please visit <http://inquiry.vba.va.gov/weampub/buildSearchLCCriteria.do>. When using the search feature, keep in mind that ISM is located in the state of Arizona.



CPSM[®] Exam Review With Free Exam

This review seminar helps prepare supply professionals to take the CPSM[®] Exam. The course below comes with an optional, free exam to be taken on the second day of the program.

The seminar begins with a brief overview of exam content areas, question format and types, exam characteristics and test-taking tips. Due to time constraints, the seminar will not cover every task on the exams. Candidates will work on tasks weighted most heavily in the exam specification and where they may expect the most questions on the exam. Students will have the opportunity to identify areas for further study using ISM published study materials and other resources.

Register now for — [CPSM[®] Exam 3 Review Seminar \(1½ Day\) With Optional Exam, #4254, Baltimore, November 8-9, 2010](#)



DOCKETS FOR THE 2010 AND 2011 ISM BOARD OF DIRECTORS MEETINGS

Docket for 2010 Board of Directors Meeting

The Board of Directors has officially called a meeting of the 2010 ISM Board of Directors to be held at the ISM headquarters in Tempe, Arizona. The initial session will be called to order on **Thursday, January 13, 2011 at 8:00 a.m. MST**. The ISM Annual Membership Meeting will immediately follow the Board meeting at 11:30 a.m. MST.

Docket for ISM Board Meeting:

1. Approval of August 2010 Board of Directors Meeting Minutes
2. Finance Committee Report
3. General Counsel Report
4. Chief Executive Officer's Report
5. Strategic Issues
6. Business Carried Forward
7. New Business
8. Adjournment

Sent to: *NewsLine* mailing list
 Issued: November 2010
 Nora P. Neibergall, CPSM, C.P.M.
 Corporate Secretary

Docket for 2011 Board of Directors Meeting

The Board of Directors has officially called a meeting of the 2011 ISM Board of Directors to be held at the ISM headquarters in Tempe, Arizona. The initial session will be called to order on **Thursday, January 13, 2011 at 12:30 p.m. MST.**

Docket for ISM Board Meeting:

1. Committee Appointments
2. Financial Transactions and Banking Procedures
3. Appoint ISM Treasurer
4. Appoint ISM Secretary
5. Policy Manual Changes
6. Strategic Issues
7. Dates and Places of Future Meetings of the Board of Directors
8. New Business
9. Adjournment

Sent to: *NewsLine* mailing list
 Issued: November 2010
 Nora P. Neibergall, CPSM, C.P.M.
 Corporate Secretary



UPCOMING SEMINARS

Below is the list of ISM seminars for the months of **December 2010 and January 2011**. For seminar details, please call the ISM Customer Service Department at 800/888-6276 or +1 480/752-6276, option 8, or visit the ISM website at www.ism.ws and select Education — Seminars, Conferences, then Seminars and then [Public Seminars](#).

December 2010

Title	Date	Location
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4525	December 6-8, 2010	San Diego, CA
Performance-Based Statements of Work (SOWs): Maximize Supplier Performance #4567	December 9-10, 2010	Tampa, FL

January 2011

Title	Date	Location
Contracting Basics: What All the Ts and Cs Mean #4494	January 20-21, 2011	San Francisco, CA
Legal Aspects of Supply Management: The Basics You Need to Succeed #4389	January 24-26, 2011	Tampa, FL
Effective Strategies: Building Purchasing Value for Your Organization #4510	January 26-28, 2011	Las Vegas, NV
Best Practices in Procurement #4464	January 31-February 2, 2011	Las Vegas, NV

TECHNOLOGY



This Month on the ISM Website: Resources Available on Affiliate Websites

Is your affiliate trying to update its bylaws or policies? Are you trying to pull together an employment center for your members? ISM has compiled a list of links to ISM affiliates' websites that could help you and your affiliate in your efforts.

In the [Resources Available on Affiliate Websites](#) section, you'll find the following areas:

- **Affiliate Bylaws, Policies and Procedures and Job Descriptions**
In these sections, you'll find affiliates that have their bylaws and policy/procedure manuals posted. In the affiliate Job Descriptions, you'll find affiliates that have set down the duties/responsibilities required for each of their affiliate volunteer opportunities.
- **Affiliate Employment Services**
Many affiliates offer an area on their websites where employers can post a job and/or members can post their résumés.
- **Affiliate Strategic/Marketing Plans**
Several affiliates have set one-to-five-year strategic plans, listing their goals and the steps planned to achieve those goals.

These areas of the ISM website should help give you ideas and a starting point if your affiliate's quest is for steps to better management. You can also contact the listed affiliates for more details on how they compiled their strategic ideas.

Join the List

If your affiliate offers its bylaws, policy/procedure manuals, job descriptions, employment services or strategic/marketing plans online and they are not listed in the Resources Available on Affiliate Websites area of the ISM website, please contact the ISM Affiliate Support staff at affiliatesupport@ism.ws. E-mail them the URL to your affiliate website and the link to your documents/employment services and your affiliate will be added to the appropriate area.

LINER NOTES



Make Your Supply Chain the Basis for Transition and Transformation at One of ISM's Upcoming Summits

[Black Executive Supply Management Summit](#) — February 9-11, 2011
[Hispanic Supply Management Summit](#) — February 10-11, 2011
[Women Executive Supply Management Summit](#) — February 10-11, 2011

Boca Raton, Florida

Register now and take advantage of the early-bird rate. Register by December 3, 2010 and take **US\$100** off the regular program registration fee.

Registration Fees: Before December 3, 2010 – **US\$695 ISM members**/US\$895 nonmembers
After December 3, 2010 – **US\$795 ISM members**/US\$995 nonmembers
ISM Student members US\$250 (early-bird rate not applicable to student rate)

The theme for each summit is "Transition and Transformation." Get an economic update with strategic solutions that can be integrated into your supply chain. Discover new strategies and best practices from leading executives in procurement and supply management. Each summit has its own set of workshops, but general sessions are held together. This gives you the added benefit of networking time with your colleagues attending the other summits. Students are also invited to attend.

Need more information before you decide to register? Take a look at [video with highlights from all three summits](#) and see who you recognize.

www.ism.ws | 800/888-6276 or +1 480/752-6276, option 8

In principle and in practice, ISM values and seeks a diverse membership, volunteer leadership and staff. There are no barriers to full participation in the Institute on the basis of ethnic background, gender, creed, age, sexual orientation, national origin or disability.

Summit Location: Office Depot, Inc. Conference Center, 6600 N. Military Trail, Boca Raton, FL 33496 and at the Embassy Suites Boca Raton, 661 N.W. 53rd St., Boca Raton, FL 33487.

Lodging: Embassy Suites Boca Raton, 661 N.W. 53rd St., Boca Raton, FL 33487, +1 561/994-8200. To receive the ISM hotel rate, use **Group Code C-ISM**. Use this link to book your hotel using the special ISM website: www.ism.ws/2345. The ISM rate is available through January 14, 2011 or until the room block is sold out, whichever comes first. Rate: US\$159/single; US\$169/double.



Hospitality Suites for the 96th Annual ISM International Supply Management Conference and Educational Exhibit

It's time to reserve hospitality suites for the 96th Annual ISM International Supply Management Conference, May 15-18, 2011 in Orlando, Florida. For hospitality suite and catering information at Gaylord Palms Resort & Convention Center, please contact Heidi Emerson at HEmerson@GaylordHotels.com. *Call early for the suite of your choice!*

ISM Hospitality Suite Policy

Hospitality suites are to have a business emphasis as opposed to social in order to stay within the educational purpose of the International Supply Management Conference of the Institute for Supply Management™. Hours of operation should not conflict with other Conference activities.

ISM has no desire to discourage informal get-togethers during periods of time when there are no scheduled conference events. While it may be difficult to discern the exact difference between business and socially oriented suites, or informal get-togethers, it is intended that such activities not leave the Association open to criticism. Ethical considerations are and remain of prime concern to the Institute for Supply Management™.



Be a Part of 2011 Conference Career Center

Take part in ISM's Conference Career Center during our 96th Annual International Supply Management Conference and Educational Exhibit, May 15 -17, 2011 in Orlando, Florida.

How Does It Work?

ISM offers all Conference participants the opportunity to submit their résumés for consideration. Participating recruiters have the opportunity to review résumés and meet with top candidates during the Conference.

Candidate Demographics

- Global attendance — from manufacturing and non-manufacturing sectors.
- 90% of attendees have three or more years of experience in the supply profession.
- 25% of attendees have at least one professional credential.
- More than 50% of attendees have a bachelor's degree and/or some graduate school experience.
- 28% of ISM members have a graduate degree.

Good news is waiting for you in Orlando. Employers hiring for supply management positions will be attending the 2011 Conference Career Center.

Employers Receive

- Résumés to review online in a special database prior to and during the Conference.
- Listings of job postings, a company profile/description and link to your organization's website on the Conference Career Center portion of the ISM website.
- The ability to prescreen your candidates by phone and schedule on-site interviews at the Conference.
- The ability to interview walk-in attendees.
- Your own private interviewing area.
- Lunch daily for up to two recruiters.
- 10'x10' interviewing space, draped table and two chairs.
- Access to the Conference Career Center's Cyber Café.
- Company profile and logo in the *Conference Guide and Navigator* if the commitment is made prior to March 1, 2011.

Employer Participation Fee

The employer participation fee for the 2011 Conference Career Center is US\$1,875*.

*Save an additional US\$200 when you register by March 1, 2011.

2011 Conference Career Center Hours

Sunday, May 15, 2011, 12:30 p.m. – 5:00 p.m.

Monday, May 16, 2011, 8:00 a.m. – 5:00 p.m.

Tuesday, May 17, 2011, 8:00 a.m. – 3:00 p.m.

To participate in the 2011 Conference Career Center, please contact Rene A. Yates, CPSM, C.P.M., A.P.P., Manager — Professional Development Services, at 800/888-6276 or +1 480/752-6275, extension 3080, or via e-mail at ryates@ism.ws.



February 2011 Satellite Seminar Focuses on Risk Management

The probability of loss or failure is always a possibility. In today's global economy, political unrest, materials shortages, environmental concerns, natural disasters and other disruptions are considerable supply chain risks that need to be addressed to ensure supply success. How can you identify and mitigate risks in your supply chain? ISM's next satellite seminar, "Understanding and Embedding Risk Management Concepts Into Supply Practices" offers practical strategies and tools to recognize, manage and eliminate possible risks. The program is scheduled to air on Thursday, February 10, 2011, at 10 a.m. Eastern time.

Panelists for this program are Richard Rich, C.P.M., senior risk management administrator at Seminole Electric; Cathy Herr, CPSM, senior director, procurement for Eli Lilly & Company; Patrick Lynch, CPSM, C.P.M., associate director, purchasing at ISIS Pharmaceuticals; and Susan Modeland, CPSM, C.P.M. enterprise supply chain project manager at Goodrich.

Details on the program content will be posted in the Satellite Seminar area of the ISM website. From the ISM Home Page, select Education – Seminars, Conferences, then Seminars, Satellite Seminars, Upcoming Satellite Seminar Programs and then click on the title of the program, [Understanding and Embedding Risk Management Concepts Into Supply Practices](#).

To register your site to downlink this program, go to the ISM website at www.ism.ws. Select Education – Seminars, Conferences, then Seminars, Satellite Seminars, [Satellite Seminar Registration Form](#).

Questions regarding satellite seminar registrations may be directed to satsems@ism.ws, or call Valerie Gryniwicz, 800/888-6276 or +1 480/752-6276, extension 3090, e-mail vgryniwicz@ism.ws.



ISM Website Provides Book Suggestions for Supply Management

For suggestions for interesting reading and valuable supply management resources to stay on top of the latest supply management tools and techniques, [check out ISM's Business Book List](#). From the list at the left side of the ISM Home Page at www.ism.ws, click on Tools, then select [Business Book List](#).

You can search for business books by publication year or by categories such as business skills, global issues, lean production, technology, social responsibility and sustainability — and more. The Business Book List also includes a link to the books listed on the CPSM® Supplemental Reading List.

The ISM Business Book List is updated periodically. The books listed are selected by supply management professionals and academic reviewers who review the books for their relevance to supply managers and their functions. Reviewer comments are included with the descriptions for several of the books on the list.



Register Now for ISM's 11th Annual Services Conference

“Innovative Supply Relationships: Creating Value for Services Procurement” is the theme of this year’s Services Conference, December 2-3, 2010 in Phoenix. The 2009 Services Conference received one of the highest approval ratings in the 10-year life of the program. This year’s event promises to be even better. Earn 10.25 Continuing Education Hours (CEHs). US\$795 Members*/US\$995 Nonmembers*.

Highlights Include:

- **Collaborative Relationship Development With Strategic Suppliers** — Grace Puma from United Airlines outlines how transformation and continued savings, even during the economic pinch of the past few years, has been achieved in part through collaborative relationship development with strategic supplies.
- **Comprehensive Services Procurement** — Mary Finaldi from Deloitte Services and Dan Ashton from Ariba explore the optimization of services spend in areas such as consulting, print and marketing services.
- **Service Contracts: Why Is Market Rate a Bad Market?** — Clark Terrill from Live Nation focuses on asking the right questions during the negotiations process.
- **Suppliers Saved My Bacon** — John MacLean from American Airlines delves into the challenges American Airlines has faced in the last decade. Learn how American’s suppliers helped the airline stay solvent and restructure.
- **Creative Services Sourcing at Disney: Engaged With Passion** — Steven G. Miller gives participants an inside look of how Disney professionals engage with each other and suppliers to source creative services that help “make the Disney Difference.”

All sessions are at the Pointe Hilton Tapatio Cliffs Resort, 11111 N. 7th St., Phoenix, AZ 85020. For reservations, call +1 602/866-7500. Be sure to mention ISM **Group Code IVG** to receive the special room rate of US\$139 single/double with high-speed Internet and resort fee included. The cutoff date for the ISM room rate is November 8, 2010; rooms sell out quickly, so be sure to reserve your room early. To reserve your room online, go to www.ism.ws/2264. For more information, go to www.ism.ws, and select Conferences.

* **Save US\$100 when you register for both the Services Conference and this year’s pre-conference seminar, “[Strategic Services Procurement: Applying Strategic Sourcing Principles](#),” #4457, November 30-December 1, 2010 in Phoenix.**



Your Supply Team Performance: Get Back to School This Fall With ISM-ADR

Building a Better Training Program With DNA

ISM-ADR has found that the first and most important step of an effective training program is to identify critical training needs. ISM-ADR’s Development Needs Assessment® (DNA) web-based tool identifies the knowledge of your procurement/supply management staff, creates a personal development profile for each member and identifies specific areas where they can improve their skills. By providing your organization with specific knowledge of your team’s strengths and weaknesses, critical training can be applied where it’s most needed.

[Click here for a PowerPoint presentation on how DNA II works.](#)

[Click here for an interactive demo of DNA II.](#)

Professional Development Programs

Whether you are hiring new team members or think your existing supply management professionals need additional training, ISM can provide professional development programs in various formats that can suit your organization's needs.

ISM Professional Development programs strengthen your organization by building and aligning the talent and resources needed to increase efficiency across the entire supply chain. From off-the-shelf courses to fully customized programs that include blended content and delivery options, ISM is dedicated to preparing your team's contribution toward your organization's dynamic future.

Rene Yates, CPSM, C.P.M.

Manager, ISM-ADR School for Supply Management

800/888-6276, extension 3080

ryates@ism.ws

Join Us Online

Join the ISM-ADR School for Supply Management Networking Groups on Twitter, LinkedIn, Facebook and Plaxo:

[Twitter](#)

[LinkedIn](#)

[LinkedIn \(CPSM®\)](#)

[Facebook](#)

[Plaxo](#)



ISM Now Accepting Nominations for J. Shipman Gold Medal Award

Institute for Supply Management™ (ISM) is now accepting nominations for the J. Shipman Gold Medal Award. The award is presented annually to an individual whose persistent efforts have aided the advancement of supply management. Those chosen for the award have also assisted and guided members of the supply management profession in their endeavors.

Johnson Shipman was a pioneer member of the New York affiliate of the National Association of Purchasing Agents, well-known for giving liberally of his time and counsel. The award was established in 1931 to commemorate the contributions of Shipman, a man known for his vision, intellect and influence on important issues. The award is presented to those individuals whose modest, unselfish, sincere and persistent efforts have aided the advancement of the supply management field. Those chosen for the award have also assisted and guided members of the supply management profession in their endeavors.

The 2011 J. Shipman Gold Medal Award Winner will be honored at an awards luncheon on Tuesday, May, 17, 2011 at ISM's 96th Annual International Supply Management Conference and Educational Exhibit in Orlando, Florida.

If you wish to nominate someone who has performed distinguished service for the cause and advancement of supply management as an innovator, community leader, mentor and teacher, please contact Janis Kellerman at 800/888-6276, extension 3023 (or, for callers outside the United States, +1 480/752-6276, extension 3023), or by e-mail at jkellerman@ism.ws, for a nomination form and instructions.

Nomination deadline is January 31, 2011. Nominees do not have to be ISM members. For more information on previous Shipman medalists, visit the ISM website at www.ism.ws. Select About ISM, then [J. Shipman Gold Medal Award](#).



Price Analysis: Review and Project Management for Supply Management Professionals – ISM's Online Knowledge Center Specials

Price Analysis: Review #3958

Member Price US\$97.50 (through December 30, 2010)

Regular Member Price: **US\$195.00**

Nonmember Price US\$147.50 (through December 30, 2010)

Regular Nonmember Price: **US\$295.00**

Learn to differentiate between price and cost and when to use price analysis for determining the reasonableness of price. Expand your understanding of pricing theory and the competitive process. Learn when competitive bidding works well and when it doesn't. Explore the hierarchy and techniques of price analysis and what it means to obtain a "fair and reasonable price." Finally, review four supplementary tools of price analysis.



Key concepts targeted in this course include:

- 1) Define and differentiate price and cost.
- 2) Compare and contrast price and cost analysis.
- 3) Recognize when to use price analysis.
- 4) Earn 7 Continuing Education Hours (CEHs).

Project Management for Supply Management Professionals #3966

Member Price US\$97.50 (through December 30, 2010)

Regular Member Price: **US\$195.00**

Nonmember Price US\$147.50 (through December 30, 2010)

Regular Nonmember Price: **US\$295.00**

- Understand concepts of project management and identify the skills necessary to lead or serve on a project team.
- Understand the roles supply management professionals play as project team members.
- Identify ways that project management techniques may help in managing supplier performance and discover examples of supply management related opportunities for project management.
- Outsource a critical process using project management principles.
- Organize the project team and create an accurate project time line.
- Analyze project success.
- Organize and launch the project and perform project closure and review.
- Identify common project management problems and solutions.
- Earn 7 Continuing Education Hours (CEHs).



Save up to 50 percent on online professional development courses. With no time away from work and no travel costs, you can show your employer that you're serious about your career. Available to both members and nonmembers, ISM Knowledge Center Specials run only for a limited time. When you see the "KC Special" icon, follow the link and register right away.



For more information, visit us online at www.ism.ws or call ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8.



Plan Now for a Successful Supply Management Month!

Each year in March, Institute for Supply Management™ (ISM) demonstrates its commitment to lead and serve supply management by encouraging celebrations and awareness activities showcasing the importance of the profession. Supply Management Month is a time when professionals around the world — regardless of job title, organizational role or ISM membership status — can play an important role in promoting supply management.



Supply managers' capabilities and responsibilities have seen unprecedented growth in importance in recent years. Never before have supply managers been asked to do so much and take on as much responsibility as they do now. Supply Management Month is a perfect time to celebrate ... and educate others about who we are and what we do.

If it is helpful, hold a brainstorming session about ways you can further develop the promotion of Supply Management Month. Here are a few ideas:

- [Log on to the Affiliate Support](#) area of the ISM website and select Supply Management Month Information. You'll find a news release template, time lines and special event ideas. You can also download Supply Management Month 2011 art files. Select the file format that best suits the intended use. For example, use smaller file sizes/resolutions to customize e-mail signatures or for use with mobile communications and social networking. Select .PNG files for use with PowerPoint, etc.
- Re-record voicemail greetings (both work and personal cell phone). Suggest a few different scripts. They can be short and to the point, such as, *“You have reached [name/title of supply management professional] at [organization]. Please leave a message after the tone and I will return your call as quickly as possible. Have a great day ... and a great Supply Management Month.”*
- Collect canned goods for a local food bank or toiletries/sundries for a local family shelter. Leverage the month of March in a way that works best for your affiliate. For example, the food drive may be held prior to March and you can leverage publicity by announcing in a news release that *“In honor of Supply Management Month, [your affiliate's name here] recently donated to [food bank, etc.] to help maintain needed supplies.”* You can also hold the food drive during the month of March and incorporate the message about how your supply management professionals are supporting the cause of Supply Management Month.
- Supporting a community cause during Supply Management Month also offers visually interesting photo opportunities. Post pictures to your affiliate website or include in the newsletter. Share with the community section of local daily/weekly newspapers and help show the human side of the supply management profession.

BRIGHT IDEAS

ISM—Japan Thinks Outside the Box to Recruit and Retain Members

In the past few years, ISM—Japan has worked on some interesting initiatives to recruit and retain members.

- With support from ISM—Japan, in January 2009, ISM started offering worldwide all three CPSM® Exams in Japanese through Pearson VUE testing centers. Because Japanese businesspersons found it difficult to take the exams in English, Affiliate President Osamu Uehara, CPSM, C.P.M. is pleased to report that he has seen an increase in exam participants because the exams are now offered in their native language.
- For most Japanese businesspersons, learning English is necessary in order to execute global business beyond Japan. To address this issue, Uehara encourages members to take the CPSM® Review Course in English so they can learn both the English language and American concepts. Uehara says, *“This is a great way to kill two birds with one stone.”*

- The affiliate also recruits members by posting current supply management issues that relate to Japan's economy along with information about the CPSM[®] certification program.
- In its monthly newsletter, ISM—Japan publishes a monthly report (around the fourth or fifth of the month) of ISM's *Report On Business*[®] economic indicators along with the Japanese government's economic index, other interesting indices, the voice of the successful CPSM[®] Examinees, CEO's insight, etc.
- On June 4-5, 2010, ISM/CAPS Japan held its 12th Supply Management Annual Conference in Tokyo with 60 participants in attendance. ISM/CAPS Japan researchers presented the study report on the Chief Purchasing Officer (CPO) and organizational structure. ISM—Korea spoke about its members best practices as well as SMIT's (Taiwan) efficient presentation. Many members attend this conference in addition to the other events offered by ISM—Japan to earn Continuing Education Hours (CEHs) to maintain their CPSM[®] or C.P.M. designations.
- ISM—Japan established several working groups to network with the supply managers in the Tokyo area. The two main groups — ISM Perusal Group and CAPS Japan Research Group — each comprise 10 to 15 businesspeople who discuss issues relating to the cover stories in ISM's *Inside Supply Management*[®] magazine. Sometimes these groups will reach out and contact the authors directly to ask questions or clarify content.

We Are Looking for Your Case Studies — What Has Your Affiliate, Group or Forum Done to Recruit New Members?

We are looking for membership recruitment case studies that we can post on the ISM website and/or feature in *NewsLine*. If you are willing to share your ideas/successes with other affiliates, Groups or Forums, please e-mail Linda Thomas at lthomas@ism.ws at your earliest convenience.



REMINDERS

ISM Closed

ISM Headquarters closes on Thursday and Friday, November 25-26, 2010 for Thanksgiving and reopens on Monday, November 29, 2010.

Remember ... Arizona Does Not Observe Daylight Saving Time

As a result, while most people in the United States have set their clocks back one hour on the first Sunday in November (**November 7, 2010**), ISM Headquarters remains on Mountain Standard Time, as it does year-round. ISM office hours are 7:30 a.m. to 4:30 p.m. MST, Monday through Thursday, and 7:30 a.m. to 3:30 p.m. MST, Friday. Those of you in the Midwestern and Eastern United States are one to two hours ahead of Arizona, while those of you on the West Coast are one hour behind.

Upcoming Conferences/Events

- **ISM Sustainability and Social Responsibility Conference**
November 4-5, 2010
Disney's Yacht & Beach Club Resort
Lake Buena Vista, FL
[**Register Now!**](#)
- **11th Annual Services Conference**
December 2-3, 2010
Point Hilton Tapatio Cliffs Resort
Phoenix, AZ
[**Register Now!**](#)

- **8th Annual Black Executive Supply Management Summit**
February 9-11, 2011
Boca Raton, FL
[*Register Now!*](#)
- **4th Annual Hispanic Supply Management Summit**
February 10-11, 2011
Boca Raton, FL
[*Register Now!*](#)
- **Women Executive Supply Management Summit**
February 10-11, 2011
Boca Raton, FL
[*Register Now!*](#)
- **Chemical Group Conference**
March 3-4, 2011
Hilton Garden Inn – Atlanta Airport/Millennium Center
College Park, Georgia
[*Download Conference Brochure*](#)
[*Register Now!*](#)
- **21st Annual North American Research Symposium**
March 17-18, 2011
University of San Diego
San Diego, CA
[Sign Up to Receive Program Information Via E-mail](#)
- **80th Annual Conference of the Utility Purchasing Management Group (UPMG)**
September 18-20, 2011
Hyatt Regency Louisville
Louisville, Kentucky
[Conference Information](#)
[*Register Now!*](#)
- **2011 Affiliate Leadership Training Program**
May 13-14, 2011
Gaylord Palms Resort & Convention Center
Kissimmee (Orlando), FL
[*Register Now!*](#)
- **96th Annual ISM International Supply Management Conference and Educational Exhibit**
May 15-18, 2011
Gaylord Palms Resort & Convention Center
Kissimmee (Orlando), FL
[*Register Now!*](#)
Interested in volunteering at the 2011 Conference? Visit <http://www.ism-cf.org>



[Future ISM Annual Conference Dates](#)

2012: May 6-9 — Baltimore, MD

2013: April 28-May 1 — Grapevine, TX (Dallas)