



Points of Purchase

The Newsletter of the Institute for Supply Management - New Jersey, Inc.

March 2009 • Vol. 3, No. 6

March Meeting ISM-NJ Supply Management Forum

Wednesday,
March 11, 2009

The Heldrich
10 Livingston Avenue
New Brunswick, N.J.
(see directions on page 7)

8:30 a.m. – 4:00 p.m.

9:00 a.m.

Enabling Business Outcomes

Lisa Martin, C.P.M.
Pfizer

10:15 a.m.

Improved Supplier Relationships

Shelley Stewart, Jr.
Tyco International

11:45 a.m.

Lunch

1:00 p.m.

Risk in the Supply Chain

Robert Engel
Resources Global Professionals

2:10 p.m.

Strategic Sourcing In a Down Economy

Joanna Martinez
Alliance Bernstein

\$300 for all ISM-NJ members

\$350 for non-members

Register by fax at
908-431-1122 or email:
info@ismnj.org

RSVP by March 6, 2009

Hotel Accommodations:
Contact The Heldrich
732-214-2223

Supply Management Forum Set for March 11

ISM-NJ has scheduled its Supply Management Forum 2009: Supply Chain Excellence in Today's Complex Market for March 11, 2009, at The Heldrich in New Brunswick, New Jersey. The day-long event will begin at 8:30 a.m. with registration and a Continental breakfast.

This program will interest all levels of purchasing professionals, from buyers to Chief Procurement Officers and anyone else involved in supply management.

The day features four presentations, beginning at 9:00 a.m. with "Enabling Business Outcomes: The Ongoing Evolution in Procurement." Lisa Martin, C.P.M., Senior Vice President, Pfizer, will discuss how the role of Pfizer's procurement organization is evolving, and what Pfizer sees as key to a highly effective procurement organization in the current operating environment. She will cover such topics as organizational structure, geographical focus, category management, operational support, and standardized tools and methodology for procurement.

At 10:15 a.m. Shelley Stewart, Jr., Senior Vice President, Operational Excellence, CPO, Tyco International, will present a session on "Improved Supplier Relationships through Performance Management," in which he will explain the importance of supplier management in achieving and improving supplier relationships and how it affects your bottom line. He will describe Tyco's approach and what supplier performance management has done to improve supplier relationships.



Robert Engel, National Director of Client Service, Resources Global Professionals, will follow at 1:00 p.m. with his presentation of "Risk in the Supply Chain." Critical to the success of external collaboration is an evolved set of key internal processes that align and optimize the effective and efficient use of third parties for any organization. In this presentation, Mr. Engel will discuss the journey related to the levels or stages of internal collaboration along with key guiding principles in managing through the development of the procurement/supply chain team commensurate with leveraging internal processes with external value creation.

The final session will begin at 2:10 p.m. with Joanna Martinez, Chief Procurement Officer, Alliance Bernstein,

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Institute for Supply Management - New Jersey, Inc.

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Executive Message

*Virginia Kesler Carlson
President-Elect*

As we enter the month of March and the traditional observation of "Supply Management Month," I would like to take this opportunity to provide an update on ISM-New Jersey's Marketing Plan. In January, John Hanna and I, along with several Trustees, presented the ISM-New Jersey Marketing Plan to the Executive Advisory Committee. The Executive Advisory Committee includes executive representation from Tyco International, Pfizer, Johnson & Johnson, Wellpoint, BMS and Merrill Lynch. The review of our Marketing Plan with the Executive Advisory Committee enabled our Board of Directors to gain input from this very experienced executive team. With the addition of their input, the Marketing Plan provides a framework for ISM-New Jersey as we expand programs and develop new programs to meet the evolving needs of our membership.

Over the past 18 months (and maybe even a little longer), the Board of Directors and Trustees have developed a comprehensive Marketing Plan for ISM-New Jersey. This team examined the business environment in New Jersey, reviewed existing ISM-New Jersey programs – their relative success and failure – and conducted a membership survey to learn a little more about our membership. The result of this in-depth review is a Marketing Plan that establishes the program goals and desired actions for each and every ISM-New Jersey Committee including Membership, Communications & Public Relations, Professional Development, Programs, Supply Management Forum, Education, Environmental and Outreach Committees.

Most importantly, our affiliates new Marketing Plan includes tangible goals and associated actions for not only this

current program year, but also for the next several years. For example, the Communications and Public Relations Committee has established a goal to expand web communications. This committee has already made great strides towards this goal. Please visit our web site when you have a moment and click on the radio button – it has very timely information on upcoming programs that may be of interest to you. Moreover,

Over the past 18 months (and maybe even a little longer), the Board of Directors and Trustees have developed a comprehensive Marketing Plan for ISM-New Jersey.

the Professional Development Committee has launched a series of full-day programs to help our members prepare for the CPSM and C.P.M. exams. The Education Committee has forged partnerships with students of Supply Chain Management by sponsoring events and meetings at local schools including Raritan Valley and Rutgers. Finally, we have established an annual goal to host a Supply Management Forum. I hope you can join us on Wednesday, March 11, 2009, as we host the 2009 Supply Management Forum.

ISM-New Jersey has made great strides in the past year and the Board of Directors should be proud of completing the Marketing Plan. Our work is not finished, and we welcome your input on the new Marketing Plan. If you would like a copy of our presentation or would like to get involved in the implementation of the Marketing Plan, please contact a member of the BOD or Kathy Perna. We look forward to expanding our plan and gaining your participation in our new programs.

The Program Committee will be hosting a new event. ISM-New Jersey will be holding its first Wine Tasting Networking Night on Wednesday, March 25, 2009, at The Morristown Inn in Morristown, N.J. from 7:00 p.m. to 9:00 p.m. Please join us for an evening that promises to be fun! See you soon!

Meet the Forum Speakers

The ISM-NJ Supply Management Forum, which will be held on Wednesday, March 11, 2009, at The Heldrich in New Brunswick, N.J., will feature the following speakers:

Robert Engel, C.P.M.

Mr. Engel is an original founder of The Procurement Centre, a company that specialized in staffing, project services and training for supply chain organizations. Resources Global Professionals acquired the Procurement Centre in October 2002, and Bob is currently National Director of Client Service for the Supply Chain Management practice. He has conducted training and workshop seminars for clients as well as numerous ISM and APICS entities. Bob is a practitioner and his knowledge and experience of supply chain management has provided valuable insight and information for supply chain professionals.

Lisa Martin

Ms. Martin is Senior Vice President of

Worldwide Procurement for Pfizer Inc. She is the senior procurement officer. Since joining Pfizer in 2000 from Warner Lambert, Ms Martin has increased the strategic importance and credibility of the procurement function. Her career includes management positions at Sony Pictures Entertainment, Columbia Pictures Entertainment and NBC. For the past year, Lisa served as chairperson of the Institute for Supply Management. She holds a Bachelor of Arts in Communications and Psychology from Long Island University.

Joanna Martinez

Joanna is the Chief Procurement Officer at Alliance Bernstein LP, a leading investment services firm, where she is responsible for global Strategic Sourcing and Supplier Management. Before joining Alliance Bernstein, Ms. Martinez was the North American Head of Purchasing for Diageo PLC, where she and her team received the President's Award for Innovation. Beginning work as an engineer, she has had hands-on

leadership experience in all aspects of the supply chain.

Shelley Stewart, Jr.

Is Senior Vice President of Operational Excellence and Chief Procurement Officer at Tyco, where he leads Tyco's six sigma, lean manufacturing, information technology, working capital, real estate and supply chain initiatives across the company. Shelley is responsible for 13 billion dollars in procurement spend, 500 million dollars in IT costs, and leads cross divisional teams in an effort to reduce cost and increase efficiency throughout Tyco. Prior to joining Tyco Shelley was Senior Vice President of Supply Chain Management at Invensys plc, headquartered in London. In this position, Mr. Stewart provided leadership for the strategic sourcing as well as having overall responsibility for lean operational excellence. Before Invensys, Shelley was Vice President of Supply Chain Management with the Raytheon Company, joining them after

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Supply Management Forum

Continued from page 1

LP, presenting "Strategic Sourcing in a Down Economy: Lessons Learned." How does Strategic Sourcing forge ahead when the economy and your industry are being battered? Ms. Martinez will focus on how a mid-sized financial

services company achieved sourcing success in spite of the present economic volatility.

There will be a Wrap Up Session with Robert Engel beginning at 3:20 p.m.

If you are involved in supply

management or procurement, you won't want to miss this Forum. For more information or to register, contact Kathy Perna at 908-431-1100 or visit the ISM-NJ website at www.ismnj.org.

(For information on the speakers, see above.)

ISM-NJ to Hold Wine Tasting Night

ISM-NJ is planning a fun-filled evening, its first-ever Wine Tasting Networking Night! The event will be held on Wednesday, March 25, 2009, at the Morristown Inn, 270 South Street, Morristown, N.J. Starting time is 7:00 p.m. and we plan to be finished by 9:00 p.m. There will be a \$30.00 per person charge, which includes hors d'oeuvres and wine. We will also have a 20-minute presentation on E-Networking Tools (Linkedin: facebook), led by Melinda Smith.

To register, please e-mail ISM-NJ at info@ismnj.org.

The registration deadline is March 20, 2009.

**Remember:
March Is
Supply
Management
Month**

Job Hunting in 2009

By Mark Holyoake, Hudson

Welcome to a new article aimed at members of ISM-NJ who are presently engaged in a job search or, for whatever reason, are intent on doing so in the coming months. Looking for a new job in today's market is tough by anyone's standards, and judging by the response to Michael Klass' excellent presentation at January's meeting, this is clearly a priority discussion topic.

To pick up where Michael left off, I shall be discussing everything from hiring trends, to what kind of skills are currently in demand, effective resume writing, networking techniques and how to pick the right recruiters to work with. To kick things off on a positive note, I simply wanted to share with you briefly the results of a survey that I recently came across concerning emerging hiring trends in 2009. I think you might find the results interesting.

You might be surprised to know that while many employers (16%) do have plans to decrease the number of full-time, permanent employees in 2009, nearly the same number (14%) actually plan to increase this number, and 56% foresee no change whatsoever. You can read the article in full by going to CareerBuilder.com, but let me leave you with a summary of some of the major, and more optimistic, takeaways:

- Increased Salaries - It won't be by much, and there won't be as many as there were last year, but yes, 66% of employers report their companies will increase salaries for existing employ-

ees this year (if only by 3%...), and one-third expect to increase salaries on initial offers to new employees.

- Flexible Work Arrangements - 31% of employers will provide more flexible work arrangements, including alternate schedules, telecommuting options, compressed work weeks, summer hours, job sharing and sabbaticals.
- Green Jobs - One of the few positive increases from 2008, 13% of employers (3% more than last year) say they plan to add "green jobs" - positions that implement environmentally-conscious design, policy and technology to improve conservation and sustainability.
- Recruitment Tools - Despite decreased hiring budgets, spend on recruitment tools like online recruitment sites, newspaper classifieds, career fairs, recruiters and social networking sites will increase.
- Retaining Retirees - 17% of employers expressing an interest in rehiring retirees likely to rehire retirees from other companies, and another 12% hope to provide incentives for workers nearing retirement age to stay on with the company longer.
- Diversity Recruitment - 88% of employers report they will be placing the same or greater amount of emphasis on recruiting bilingual candidates in 2009.
- Freelance or Contract Hiring - 28% of employers anticipate hiring freelancers or contractors to support their business as they wait for the economy to bounce back.

In the next article, I'll talk about a number of interview tools and techniques that you may find useful,



particularly if you haven't been in this situation in a while. No prizes for guessing that the two key elements to successful interviewing are preparation and enthusiasm! If you have specific questions that you'd like answered that are not covered in these articles, please don't hesitate to contact me directly.

Hudson is a leading provider of permanent, interim and contract recruiting solutions worldwide, and Mark Holyoake heads up their North American Supply Chain & Procurement (SC&P) practice. In a sector where there is a true war for talent, clients realize they can rely on Hudson to attract high-caliber people with the technical and strategic skills they are looking for, and job seekers have come to value them as a trusted career advisor.

Let Hudson do the same for you.

Meet the Forum Speakers

Continued from page 3

18 years with United Technologies Corporation, where he held numerous senior level supply chain and operational positions. Mr. Stewart is Chairman of the Board of Directors for the Institute for Supply Management (ISM), the visiting Board of Directors at Howard University's School of

Business and Howard's Supply Chain Advisory Board. He is also a member of Purchasing Magazine's Editorial Advisory Board and the Northeastern University Corporation. Locally, Shelley is an active participant of the Board of Directors for The Boys and Girls Club of Trenton/Mercer County. Shelley holds a Master's Degree in Business

Administration from the University of New Haven and both a Bachelor's and Master's Degree of Science in Criminal Justice from Northeastern University. Mr. Stewart is a co-author of "Straight To The BottomLine™: An Executive's Roadmap to World Class Supply Management," (J.Ross Publishing).

Talking the **Green Talk** and Walking the **Green Walk...ETS is leading the way**

By Grace Goldbeck
Environmental Committee Chairperson

Standing near the Facilities building on the Educational Testing Service (ETS) campus in Princeton, N.J., you just need to turn 360 degrees in one place to get an idea of why ETS has a big connection to the Environment. Set on 355 acres of a diverse ecosystem teeming with wildlife, 247 of which are designated as Green Acres, ETS couples this landscape with a passion to help educators and students to pursue their academic dreams.

As a result of this passion, ETS has inspired all in its organization and community to realize how much of a difference each of them can make in creating significant improvements in the use of our resources. With a few areas of improvement in mind, Energy, Waste, Recycling, ETS has produced some very measurable financial and social

results that have contributed to a growing list of "Green" improvements it has made to benefit its community at large.

"We've introduced sustainability measures to address recycling and energy issues, and reduced utility usage by 2.5%," says Bruce Gilbertson, Vice President of Strategic Bidding, Sourcing and Business Resiliency. As a result of its paper, cardboard, glass, plastic and aluminum recycling efforts, the company avoided about \$60,000 in waste disposal charges in 2008. Add all of the savings together year after year and the cost savings becomes materially significant enough to impact the financial position of the organization. In addition, as a socially conscious organization, these efforts also enhance ETS's community standing.

As an example of walking the green walk, Jeri Bogan Zielinski, Director of Real Estate Services and Co-Chair of ETS's Green Initiative Committee, points out "ETS's electric

and gas costs spiked by 25% in June 2008 over June 2007. While some offices have already been retrofitted with motion activated lighting, many offices require employees to manually flip the switch. Turning off the lights when you leave your office or meeting room can help curb rising costs."

As most of us know, "Green" issues need to have the endorsement of Executive Management to get enough traction in an organization to make an impact. And at ETS, the executives are leading the way by institutionalizing the "Green Committee" so all of its employees and those in its community can join in the advance toward an optimum use of resources that don't have a negative impact on the environment.

So when the challenge to "reduce the carbon footprint" comes your way, don't forget that ETS and many other companies are showing that successes can occur just by thinking about and doing things in a different way.

Certification News

We would like to congratulate the following people on being awarded their C.P.M. designations:

Mary Bicho, Johnny Cueto, Gerardo Garmendia, David Henning, Shuriek Robinson, Teng Xiaoxiao

ISM-NJ Now Has a LinkedIn Group

Talk to affiliate members, receive alerts for supply management positions, network with your colleagues. To join, visit <http://www.linkedin.com/>.

We are located under ISM – New Jersey Affiliate group listing.

2009 ISM-NJ Membership Meeting Schedule

April 15
May 13
June 10

Somerset Hills Hotel, Warren, NJ
Radisson Hotel, Piscataway, NJ
Crystal Awards
Sheraton Parsippany Hotel, Parsippany, NJ

ISM-NJ Membership Total: 715

"Building a Powerful Profession: One Member at a Time"

ISM-NJ Sees Another Membership Increase

Twenty-nine purchasing professionals recently joined the ISM-NJ. They are:

Helen Ahn

Rutgers University MBA Student

Neki Ajdini, C.P.M.

QPSI

Suellen Aldina

Wyndham Worldwide

Steven P. Badichuk, C.P.M.

PSEG

Jacinto Bianco

Ernst & Young

Elizabeth Blades

Dailchi Sankyo

Jaime Bohnke

Tyco International

Teresa Bolanos

Siemens Healthcare Diagnostics

Felicia Cheng

Rutgers University MBA Student

John Dever

Rutgers University MBA Student

Joan E. Ellen

Educational Testing Service

Kara Errington

Reckitt Benckiser

Darline Freykar

DRS Technologies

Michelle Gray

Stryker

Theodore Gum, C.P.M.

Johnson & Johnson

Christine Hryoyna

Rutgers University MBA Student

Sonny Hyun

Rutgers University MBA Student

Roman Khan

Rutgers University MBA Student

Melissa King

Rutgers University MBA Student

David L. Kuo

Schering-Plough

Luz Leal

Rutgers University MBA Student

Eric Lieu

Rutgers University MBA Student

Sharon Mok

Rutgers University MBA Student

Riti Patel

Rutgers University MBA Student

Kim Porcelli

DRS Technologies

Brigitte Pseja

Stryker

Maria San Rafael

Rutgers University MBA Student

Robert Tejada

Rutgers University MBA Student

Raymond Wong

Bristol Myers Squibb

ISM-NJ welcomes all these new members and invites them to attend the Supply Management Forum on March 11, as well as the Wine Tasting Networking Night March 25.

ISM-New Jersey 2009 Seminar Schedule

March 26	How to analyze warranties for goods & services
March 26	C.P.M. Review 2
March 27	C.P.M. Review 4
April 3	Contract Development & Administration
April 16	Supplier Performance
May 13	E-Logistics & Global Supply Chain Management
June 15	CPSM Review 1 – New Date
July 13	CPSM Review 2 – New Date
August 17	CPSM Review 3 – New Date

*CPSM & C.P.M. Reviews – located at The Murray Hill Inn, New Providence, NJ
April 16, 2009 – located at The Somerset Hills Hotel, Warren, NJ
May 13, 2009 – located at Raritan Valley Community College, North Branch, NJ
All other seminars will be located at The Suburban Golf Club, Union, NJ*



**Tune into our new
ISM-NJ Internet Radio
announcements by
visiting our website**

<http://www.ismnj.org>

ISM Announces 2009 Board of Directors

Senior-Level professionals continue to lead ISM and supply management on an international level

(TEMPE, Ariz.) February 13, 2009 — The leading organization for supply management professionals, Institute for Supply Management™ (ISM), announces its 2009 Board of Directors. The leadership-based Board is made up of business leaders who hold senior-level positions throughout the world. The 2009 ISM Board of Directors is:

Chair, Shelley Stewart, Jr. is senior vice president, operational excellence and chief procurement officer at Tyco International. In this position, Stewart leads Tyco's Six Sigma, lean manufacturing, information technology, working capital, real estate and supply chain

initiatives across the company. Stewart is responsible for \$13 billion in procurement spend and \$600 million in IT costs, and leads cross-divisional teams in an effort to reduce cost and increase efficiency throughout Tyco.

S. Tyrone (Ty) Alexander is executive vice president, human resources and administrative services for Highmark Inc. In this position, he provides executive leadership and strategic direction in the development and implementation of policies and programs related to human resources, including staffing, benefits, compensation, employee relations, and training and development for more than 11,000 employees. In addition, he is responsible for leadership of administrative services, including the lease, purchase and maintenance of

facilities, as well as corporate procurement, fleet management, food services, corporate travel, risk management and office administrative support operations for all Highmark locations.

Jean Baderschneider is vice president, global procurement for Exxon Mobil Corporation. She is responsible for procurement, strategic sourcing, supply chain management, warehousing and accounts payable worldwide. Her experience includes assignments in refining, marketing, exploration and producing as well as corporate-level assignments.

Julia Brown is senior vice president of procurement for Kraft Foods Inc. She is responsible for the procurement of all goods and services for Kraft Foods

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Driving Directions

From New Jersey Turnpike (northbound or southbound)

- Take Exit 9 (New Brunswick)
- Follow signs for Route 18 North
- Exit Route 18 at New Street
- Proceed to third traffic light and turn right onto Livingston Avenue
- Hotel entrance will be on your right
- Self Parking is available at the Morris Street Parking Garage which is located on your left if you pass the second traffic light on New Street. The garage offers hourly and daily rates. Valet parking is available at the main entrance to The Heldrich for a fee.

From Route 1 (northbound or southbound)

- Exit Route 1 at Route 18 North
- Take Route 18 North and follow above directions

From Garden State Parkway (northbound or southbound)

- Take Exit 129 and follow signs for New Jersey Turnpike South
- Follow directions above

From I-287 Southbound

- Take Exit 10 for CR-527/Easton Avenue
- Bear right and follow signs to New Brunswick
- Follow Easton Avenue until it ends

at Albany Street.

- Turn left on Albany Street
- Turn right at 1st light on to George Street
- At traffic light at Livingston Avenue, turn right and hotel entrance is on your left

2009 ISM-NJ Webinar Schedule

March 18

Women and Leadership

Presenter: Cheryl D'Cruz Young
Diversified Search Ray & Berndtson

April 23

Legal Risks and Costs of Supply Management

Presenter: Jim Bergman, Global Supply Management, Inc.

June 18

RFx's

Presenter: Jim Bergman, Global Supply Management, Inc.

Team discounts and view discounts are available by contacting the ISM-NJ office at 908-431-1100 or email us at info@ismnj.org.

To register, email ISM-NJ at info@ismnj.org.

ISM Announces 2009 Board of Directors

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worldwide. This extends across the spend areas and includes risk management, strategic sourcing, and supporting tools and processes that drive collaboration with supplier partners.

Christina De Luca is chief procurement officer, refining and marketing at BP p.l.c. in London. De Luca is responsible for procurement of all non-hydrocarbon spend, totaling more than \$15 billion, as well as oversight for BP p.l.c.'s purchase to pay processes.

Aaron D. Dent is managing partner of Insight-DRB, LLC, a strategy, operations and supply management consultancy to private equity firms. He is also a partner in WRAA, Inc. and several of its affiliates, focusing on developing and operating "The Grape" wine bar/gourmet bistro stores internationally.

Holly LaCroix Johnson, senior vice president at Institute for Supply Management™, is corporate secretary for the ISM Board of Directors. Johnson has been a staff member at ISM since July 1989. Johnson has managed many areas of ISM, including communications, professional credentials, education and marketing.

Sidney Johnson is vice president, global supply management at Delphi Corporation. Johnson has held increasingly responsible positions at Delphi including: supplier quality manager at the former Delphi Interior Systems; director, North American purchasing for Delphi Packard Electric Systems; and director, global supply management for Delphi Packard Electric Systems. He is a member of the Delphi Strategy Board, the company's top policy-making group. Additionally, Johnson serves as the executive champion for the DGSM Task Team.

Paul Novak, CPSM, C.P.M., A.P.P., is ISM's chief executive officer. Novak led the institute in a major change in its governance, the implementation of a Board of Directors comprised of senior officers at major companies. Following this change, he led the organization in broadening its focus from purchasing into supply management. Novak is in his second year of a two-year term as president of the International Federation

of Purchasing and Supply Management (IFPSM).

Michael Orris, Ed.D., is chief procurement officer for Rolls-Royce plc, in London. An experienced and tested leader with proven results in major multinational corporations, Orris has a strong background in all aspects of supply management, with executive responsibility for directing multibillion-dollar spends. Formerly, Orris was executive director of Delphi Supply Management and corporate director of the company-wide initiative Enterprisewide direct Material Attack on Costs (EMAC).

Grace Puma is senior vice president, strategic sourcing and chief procurement officer for indirect materials and services global supply chain at United Airlines. Her responsibilities include leading the Global Strategic Sourcing organization at United for all purchases. Prior to joining United Airlines, Puma worked as a senior leader at Kraft Foods.

Craig Reed is senior vice president, supply chain management at Eaton Corporation. Reed has supply chain management experience with Mead-Westvaco, Delta Air Lines, Deere & Co., BMW Manufacturing and Honda of America Manufacturing. Reed is also a speaker on the profession of supply chain management and has presented at universities as well as conferences on such topics as strategic sourcing, supplier management, development and supplier diversity.

Anthony Santiago, C.P.M., is vice president and chief procurement officer at WellPoint, Inc. Santiago has sourcing responsibility for a broad range of spend categories, including marketing services and materials, IT hardware and software, capabilities sourcing, consulting, and professional services, facilities, energy and utilities. He is the former vice president, global sourcing and supplier management for Bristol-Myers Squibb.

Ronald Schnur is former vice president, procurement and supplier management for Sears Holdings Corporation, where he was responsible for procurement and supplier management

activities for all non-merchandise goods and services. He is also a former vice president, strategic sourcing for Coors Brewing Company.

Deborah Webber, CPSM, C.P.M., senior vice president at Institute for Supply Management™, is corporate treasurer for the ISM Board of Directors. In addition, Webber is responsible for the day-to-day operations of the Institute, which include communications, customer service, accounting, information systems/technology and the Web site, purchasing/contracting, human resources, affiliate support and meeting planning.

ISM Bylaws stipulate a 15-member Board of Directors, 13 voting and two non-voting. The CEO is a voting member of the Board. The remaining voting members have a term of office, that, when that term is completed, the individual rotates off the Board. The complete ISM Bylaws can be accessed on the ISM Web site at www.ism.ws. Select About ISM, and then Association Governance.

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 a not-for-profit membership association serving more than 40,000 supply management professionals in 75 countries. ISM offers credentialing to professionals around the world with the Certified Professional in Supply Management® (CPSM®) qualification. ISM is a member of the International Federation of Purchasing and Supply Management (IFPSM).

Nomination Form for

2009 Annual Outstanding Supplier Of The Year Beacon Award

NOMINATED BY:

(Nominations may be submitted anonymously)

ISM NJ - MEMBER _____ Date _____

Corporation _____

Phone _____ E Mail _____

FIRST CHOICE:

Corporation name _____

Executive _____ Title _____

Address _____ City _____

State _____ Zip _____

Phone _____ E Mail _____

Please describe why your supplier has met or exceeded one or more of the following criteria:

[Please note this is only suggested criterion]

- a) Add Value to the Product
- b) Reduce Inventories
- c) Save Costs
- d) Reduce Time Delays
- e) Allow Customers To Customize Products
- f) Provide Highly Effective Customer Services
- g) Create Collaboration & Trust

Outstanding reason for nomination: (attached additional documentation as needed)

BALLOTS DUE NO LATER THAN MARCH 16, 2009 – Recipients to be present at award dinner – April 15, 2009

Somerset Hills Hotel, Warren, NJ

SUBMIT NOMINATIONS TO KATHY PERNA. VIA:

E-mail: info@ismnj.org

Fax (908) 431-1122

Mail: ISM-NJ

P.O. Box 6585, Hillsborough, NJ 08844

[This form may be duplicated for additional nominations]

2009 Crystal Award Purchasing Executive Nomination Form

The Crystal Award is presented annually to the most outstanding purchasing executive in New Jersey. The recipient is selected from nominations submitted by the members of ISM-NJ. In addition, the dinner chairman for the prestigious affair is the executive with the next highest rating. Thanks to the very effective efforts of The Crystal Award Committee, our Crystal Award is reaching public audiences of NJN Channel 12, Bloomberg Radio 1130 AM and the Star Ledger.

The purchasing, procurement, sourcing, supply management profession has not yet attained the popularity or respect that it rightfully deserves, considering the influential control our profession exerts as it contributes to the determination of the bottom line. The conservative nature of the purchasing profession hinders most activities that might enhance or “market” its image. The Crystal Award is a very visible and significant opportunity that can assist us with the awesome task of raising our stature.

Please take the time to fill out the nomination form today - for the enhancement of your profession, yourself, your company and your organization.

2009 ISM-NJ Crystal Award (Purchasing Executive of the Year)

Nomination for ISM-NJ Crystal Award (Purchasing Executive of the Year)

Deadline – March 30, 2009

Name: _____

Title/Position: _____

Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____ E-mail address: _____

Finalists will be selected based on the following criteria. Please rate the nominee’s performance in each of the items below on a scale of 1 (low) to 5 (high):

- | | |
|---|--|
| <input type="checkbox"/> Promoting Purchasing Profession | <input type="checkbox"/> Bottom Line Contributions |
| <input type="checkbox"/> Diversity/Minority Development | <input type="checkbox"/> Leadership Qualities |
| <input type="checkbox"/> Environmental/Recycling Commitment | <input type="checkbox"/> Innovative Programs Initiated |
| <input type="checkbox"/> Other | |

Please submit supporting documentation and biography of nominee (if available).

Nominations are not limited to NAPM/ISM members. Nominations will be kept confidential.

Submitted by: _____

Company: _____

Phone: _____ Date: _____

E-mail: _____

ISM-NJ, P.O. Box 6585, Hillsborough, NJ 08844
(908) 431-1100 • Fax (908) 431-1122 • E-mail – info@ismnj.org

