

March 10, 2008

2007-2008 Edition

Lean Six Sigma Presentation by Kurt Swank

Inside this issue:

NSMG	3
Board of Directors	2
Golf Tournament	5
Job Postings	3
Dinner Meeting registration	6
Upcoming Events	3

This Month's dinner meeting will be presented to us by Mr. Kurt Swank. Mr. Swank is a Master "Six Sigma: Black Belt at Essilor, USA. Some of the topics that will be discussed are listed below;

- What is Lean?
- What is Six Sigma?
- How do Lean & Six Sigma work together?
- Deployment of a Lean Sigma program in your organization
- Description of Roles and Responsibilities
- Failure modes to be aware of during deployment
- Organizational success stories (Gentex, Essilor Asia, NAOps)
- Time for open questions and answers....

C.P.M. Review Workshops

C.P.M. Review

Information regarding the C.P.M. review workshops is now available. Please see information inside this issue of Purchasing Pipeline or on line at www.pmari.org

On February 27th a notice was sent to all Purchasing Management Association of Rhode Island Members telling them that within two weeks PMARI would announce C.P.M. Review workshops to get people ready to take these exams. The workshops will not teach basic purchasing but will get people in the profession ready to take the C.P.M. exams similar to S.A.T. prep courses getting high school juniors and seniors ready to take the college entrance exams.

The C.P.M. Review Workshops will be given at the Comfort Inn, 2 George Street, in Pawtucket, right off of Interstate Route 95S at the "S" curves in Pawtucket. The workshops will be taught by Marie Bouvier-Newman. Ms. Bouvier-Newman is a former purchasing manager, Past President of PMARI and has taught these workshops several times for us and others in the past as well as other workshops for other organizations.

Scholarship

Information regarding the scholarship is inside (page 4) this issue. The Application is also attached. You can also see this information on line at www.pmari.org.

The workshop schedule will be as follows:

- Module 1: April 14, April 21, and May 5
- Module 2: June 2 and June 9
- Module 3: September 15 and September 22
- Module 4: October 20, October 27, and November 3

To register contact Roland Grenier at 401-335-3593 or email pmari@pmari.org.

Please see page 2 for important information for C..P.M. eligibility and requirements

C.P.M. Certification Information

The Institute of Supply Management (formerly know as the National Association of Purchasing Management) started a formal certification program in 1974. Since that time they have awarded "Certified Purchasing Manager" (C.P.M.) designations to over 46,000 purchasing professionals and it is the most widely recognized certification of purchasing professionals. This designation certifies to everyone that the holder is knowledgeable and competent in the purchasing profession.

C.P.M. Eligibility — Applicants for C.P.M. certification must (a) have five years of full-time **professional** (non-clerical, non-support) supply management experience, **OR** (b) have a four-year degree from an accredited institution and three years of full-time professional supply management experience. If you're not sure about your eligibility, contact ISM Certification at certification@ism.ws. **You may substitute the two extra years of experience for the four-year college degree as is shown by the difference between a & b above.**

C.P.M. Exam Testing — There are four (4) exam modules each applicant must pass to receive a C.P.M..

MODULE 1: PURCHASING PROCESS (95 questions)

MODULE 2: SUPPLY ENVIRONMENT (95 questions)

MODULE 3: VALUE ENHANCEMENT STRATEGIES (95 questions)

MODULE 4: MANAGEMENT (120 questions)

To earn a C.P.M. the applicant must have registered for all four of the exams by December 31, 2008 (10 months from now) and have actually passed them by December 31, 2009 (22 months from now.) In addition the applicant must have completed the eligibility requirement (see "C.P.M. Eligibility" above **AND** submitted an application to ISM by December 31, 2013. **While ISM will no longer offer this certification after these dates C.P.M.'s may continue to re certify every five years indefinitely as long as they keep their certification current!**

The new "Certified Professional in Supply Management" (C.P.S.M.) designation will absolutely require a four year college degree so that if a person has no certification and does not have a four year degree and does not contemplate earning one in the near future one really should act immediately and join over 46,000 other purchasing professionals by earning this C.P.M. designation.

If you had previously earned a C.P.M. but have allowed it to lapse you really should renew it NOW. If it lapsed less than a year ago you can renew without retaking any exams.

2007-2008 BOARD of DIRECTORS

PRESIDENT	Michael McVey	Copley Controls Corp	800-659-2675 x285	mike@pmari.org
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DIRECTOR	Joyce Melo		401-737-9146	
DIRECTOR	Edward Sheehan	Blount Seafood Corp	774-888-1320	ed@pmari.org
DIRECTOR	Bruce Weaver A.P.P., C.P.M.	Gentex Optics, Inc.	508-943-3860 x393	bruce@pmari.org

UpComing Events


2007-2008 Dinner Meeting Schedule

March 24, 2008
Supplier Night
Purchasing Month
 Joint Meeting with APICS
 Hosted by PMARI
 Location: Chelo's Post Road Warwick
 Speaker: Kurt Swank/Gentex Optics
 Topic: Six Sigma

April 28, 2008
 Location: Chelo's Post Road Warwick
 Speaker: Mike Parker
 Topic: C.P.M. Exam Sampler

May 2008
Annual Meeting
 Thursday May 15, 2008
 Chelo's Waterfront
 6:00 pm
June 2008

Golf Tournament:
P.M.A.R.I. Annual Scholarship
Tournament
 Friday, June 13, 2008
 Swansea Country Club
 Swansea, MA

 *See details on page 5*

NSMG Conference

The Northeast Supply Management Group will be holding it's 60th Annual Educational Conference on Friday April 11, 2008 at the Four Points Sheridan Hotel in Leominster Ma. Information regarding the conference is attached at the of this newsletter.

Job Postings

- Gabriele & Company Recruiters - Raw Materials Commodity Manager
- Gabriele & Company Recruiters - Master Planner
- Gabriele & Company Recruiters - Planning Manager / Master Scheduler
- Gabriele & Company Recruiters - Strategic Supply Chain Manager
- Gabriele & Company Recruiters - Manager of Global Indirect Procurement
- Gabriele & Company Recruiters - Senior Mechanical Buyer
- Gabriele & Company Recruiters - Inventory Warehouse and Shipping Manager
- Gabriele & Company Recruiters - Global Indirect Procurement Commodities Manager
- Gabriele & Company Recruiters - Buyer
- Gabriele & Company Recruiters - Sr. Director Global Supply Chain
- GTECH Corporation - Mechanical Buyer
- Oliver Group Recruiters - Category Manager

For additional information on these positions and for up to date job postings, visit www.p mari.org and click on jobs link at the top of the page.

Supplier Night

This month's meeting is also "Supplier Night". Come and visit with many of the suppliers that will be set up before dinner and after dinner as well. Last year's Supplier night was a great success we hope you can join us. Please make reservations for this dinner meeting as we will be joined by APICS for this meeting.

A special thank you goes out to Caraustar Custom Packaging Group who donated \$195.00 to our Supplier Exhibit Mini-Trade Show. Due to extenuating circumstances, Caraustar will not be able to be at the show exhibiting their capability in person. Please support them if you have any kind of a Packaging requirements. The area National Account Manager in New England is:

Josephine R. Barile @ the Caraustar Plant located at
126 Inland Road
Versailles, CT 06383

www.caraustar.com

Office number: 860-823-3520

Office fax: 860-822-9704

Cell phone: 203-640-2522

February Meeting Recap

The February "Open Forum" meeting was very well received. The meeting was an open exchange of ideas and concerns about our profession. The meeting opened with an open forum discussion on "Best Practices". One highlighted discussion was "How to formulate a UPS Contract."

There were also questions regarding the C.P.M. review. This month's newsletter will have the details of the C.P.M. review. You can also find information about the review classes on the PMARI website www.pmarl.org.

The final part of the forum was an exchange of ideas for future speaker/program needs. Some of the topics that were mentioned are: Kanban, Green Purchasing, Contract Administration, Purchasing Law, Supply Chain Management, Panel program with reps from retail - services - manufacturing and in direct buy. Also mentioned was job recruiters slant on what's happening in our profession.

PMARI would like to thank everyone that attended this meeting.

Scholarship

The Purchasing Management Association of Rhode Island once again will sponsor a scholarship program this year; however, there is a difference. In the past the program has been open to sons and daughters of PMARI members, in good standing. They must have been attending an accredited college or university on a full time basis and enrolled in a degree program. This year's program remains open to these people fulfilling the stated criteria but it has also been opened to PMARI members themselves who are pursuing a degree on a part time basis at an accredited college or university.

The sons and daughter applicants must be full time students but any PMARI member applying for him or herself may be a part time student. Applications are being e-mailed to all PMARI members and need to be returned to the PMARI office postmarked no later than May, 15th, 2008 to be considered.

See attached application or retrieve from www.pmarl.org

**Purchasing
Management
Association of
Rhode Island**



**COME JOIN US FOR A GREAT TIME
AT THE 8th ANNUAL
PMARI GOLF TOURNAMENT**

SWANSEA COUNTRY CLUB

JUNE 13, 2008 SIGN IN BEGINS @ 8:30 AM

TEE OFF AT 9:30 AM

18 HOLES OF GOLF (INCLUDES CART)

THE DINNER WILL BE SERVED IMMEDIATELY AFTER

ALL WELCOME, NON-GOLFERS DINNER ONLY \$20.00

GOLF & DINNER \$90.00

ADVERTISE YOUR COMPANY ON A HOLE OR TEE \$50.00

CONTACT PETER DODGE

EMAIL-pgdaid@verizon.net

CELL # 1-401-447-1831

HOME#1-401-739-7719

PLEASE MAKE CHECKS PAYABLE TO PMARI

REMIT TO ADDRESS:

PMARI

P.O. BOX

PAWTUCKET, RI 02862

FOR CREDIT CARD PROCESSING PLEASE CONTACT:

ROLAND GRENIER

PHONE: 1-401-335-3593

EMAIL: rjgrenier@earthlink.net

**Purchasing
Management
Association of
Rhode Island**

**Purchasing Management
Association of RI
PO Box 724
Pawtucket RI 02862**

**Phone: 401-335-3593
Fax: 508-226-6296
Email: pmari@pmari.org
Website: www.pmari.org**

ISM's 93rd Annual International Supply Management Conference and Educational Exhibit

May 4-7, 2008
St. Louis, MO

For more information visit the ISM Website at www.ism.ws or call ISM Customer Service at 800-888-6276.

March Dinner Meeting

Monday March 24, 2008

Location: Chelo's Function Room
2225 Post Road
Warwick RI

Membership Meetings begin at 5:00 p.m.

The Schedule is as follows:

5:00 p.m. Registration and Supplier Exhibit Open

6:00 p.m. Speaker/Program

7:00 p.m. Dinner/Business Meeting

8:00 pm Revisit Supplier Exhibit

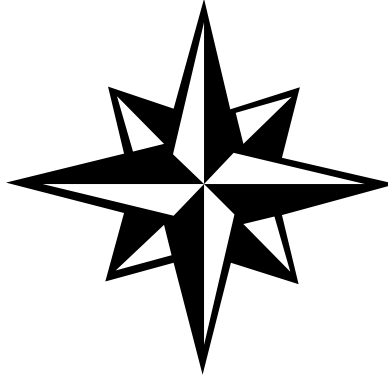
Please register on line at www.pmari.org click on the March 24 Lean six sigma link or contact Roland Grenier at 401-335-3593

(NOTE: Should there be a need to consider a weather related meeting/event cancellation, our chapter President, Mike McVey, will make the call by mid-morning of the day of the meeting/event. Officers and Board members will make a concerted attempt to notify all members (not limited to those with reservations) via a combination of email, broadcast media, web site, and phone calls.) If you hear nothing, the meeting/event is likely still on.

Please visit the PMARI website for Dinner Meeting Reservation Policy www.pmari.org/events.htm

Northeast Supply Management Group

New England's **60th** Annual Educational Conference
On Supply Chain Management



Achieving Excellence Through Education

Your Educational Opportunity to “Polish & Shine”!!!!

Four Points Sheraton Hotel ♦ Leominster, MA

Friday, April 11, 2008

Educational Sessions, Networking Opportunities, C.E.H.s

Check inside for schedule and session offerings....



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GENERAL SESSION 8:30 – 10:00 a.m.

An Economic Breakfast with Jeffrey Carr

Jeffrey Carr's regional economic forecast has been a highlighted keynote for logistics and supply chain conferences for over a decade. Be prepared for current – you probably won't have read it in the *Wall Street Journal* yet -- data and prognostications based upon Jeff's insight and intimate knowledge of how regional industries, institutions and governments respond to and interact with global socio-economic conditions. Bring your questions about how your industry, region or supply chains are being affected by the cost of energy, employment information or real estate values. You'll definitely want your notebook on the table for this breakfast.

Biography: Jeffrey B. Carr serves as President and Economist of Economic & Policy Resources, Inc. in Williston, VT. For over 25 years he has served in a number of capacities focusing on macroeconomic analysis, economic forecasting, forensic economics, economic impact analysis and fiscal policy analysis for federal, state and local governments. Mr. Carr has served as the consulting State Economist and Principal Revenues Analyst for over 16 years and 3 gubernatorial administrations in Vermont. He serves as a consulting economist to several Vermont state agencies and a number of businesses and business associations in northern New England.

MORNING EDUCATION SESSIONS 10:15 – 11:45 a.m.

Session A: Hot Legal Issues

Indemnification clauses, pirating of intellectual property by suppliers, and other legal developments can result in serious financial losses "without even trying." Two experienced attorneys will discuss ways to identify and avoid new traps being laid for the SCM professional.

Biographies:

H. Kennedy Hudner, JD is Chair of the Business and Personal Services Department at [Murtha Cullina](#). He focuses on contract drafting and negotiation, including the sale of goods and services, intellectual property and software-related transactions, outsourcing agreements, trademark and copyright applications and licenses, patent licenses, confidentiality agreements, non-competition agreements and quality assurance programs for manufacturing concerns. Mr. Hudner has lectured extensively to corporations, manufacturing associations and purchasing managers on issues concerning contracting and limiting liability. He is a graduate of the Yale Law School.

Greg Rosenblatt, JD is a partner at Wiggin and Dana LLP in New Haven, Connecticut, where he practices intellectual property law. He has obtained over 350

United States patents for his clients and has challenged or defended patents in the U.S. and foreign countries. Greg has a B.S. in materials science and engineering from Cornell University and a law degree from New York Law School.

Session B: Breakthrough Supply Chain Strategies for the Environment

In this session Stephen Greene, Brenda Whitmore and Tom Perry will share perspectives on what can be accomplished, today, in waste reduction, energy conservation and green building by organizations prioritizing sustainability in their core values. Capabilities and limits of commercial technology in all areas of the panelists' expertise will help participants focus on what can be accomplished by the committed, today. Discussion about the values driving the practices and techniques used by them and their clients to gain and retain organizational commitment to the principles and practices of sustainability will be shared and discussed.

Biographies:

Stephen H. Greene, MS is a principal of Howland Greene Consultants LLC, formed in 2004. He specializes in international product environmental requirements and sustainable business practices. Extended producer responsibility, WEEE/RoHS, EuP, REACH, China RoHS, and JMOSS are a few of the regulatory areas he works in. He is chair of the Massachusetts Water Resource Authority's Wastewater Advisory Committee, and chair of the Board of WasteCap of Massachusetts. Mr. Greene has also worked for Polaroid Corporation where he created Polaroid's RoHS / Lead Free Program for Polaroid's electronic products which integrated electronics take back requirements into the program design. Prior to Polaroid, Mr. Greene spent 10 years at Digital Equipment Corporation where he was the corporate environmental manager with worldwide responsibility for about 40 facilities.

Brenda Whitmore, MA has 27 years of construction management experience. For the past 20 years she has served the University of New Hampshire as a construction project manager in the Facilities Design and Construction Office. In her role as project manager, Brenda has managed all aspects of the construction process from program development, design and construction.

She is currently working on the James Hall renovation which is currently registered with the United States Green Building Council (USGBC) seeking a LEED (Leadership in Energy and Environmental Design) Silver Certification. James Hall will be the first building on the UNH campus to achieve such a designation when it is completed in December 2009.

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Thomas Perry, LEED® Accredited Professional has more than 27 years of construction experience, including 22 years of mechanical systems experience. In his role as Managing Director, Engineering Services Division, for Shawmut Design and Construction, Tom is responsible for reviewing project's M/E/P systems for constructability and to ensure that the project's goals match the proposed building systems. He oversees mechanical coordination, reviews drawings, and assists with scope definition and procurement. Knowledgeable in the areas of environmental and energy design, Tom works closely with architectural and engineering teams to work toward "green building" designs that are in compliance with LEED specifications.

Session C: Balancing Competition & Collaboration in Negotiations

Supplier negotiations always involve a measure of competition, in that you are trying to get the best terms for you and lowest prices, while suppliers try to get better terms for them and higher prices. Some supplier relationships are more important to you, in that they might be sole-source, or long-term, or that reliability and service are more important than price. In those cases, you need to balance the competition with collaboration to ensure that all of your interests are met and that the relationship is strengthened over time. This workshop presents strategies and skills to balance the competitive and collaborative aspects of negotiation in cases where both matter.

Biography: Moshe Cohen, MBA is a trainer and mediator based in Cambridge, MA. Since founding The Negotiating Table in 1995, he has conducted hundreds of negotiations skills workshops for clients such as EMC, Reebok, Hasbro, and many other corporations, law firms, financial services companies, consulting firms, and more. Mr. Cohen also teaches negotiations and leadership in the MBA programs at Boston University and Cambridge College, and previously taught at Bentley College. Mr. Cohen has published numerous articles on negotiation, mediation, conflict management, and leadership. As a mediator, Moshe Cohen specializes in business, employment, workplace and discrimination disputes and serves on a number of mediation panels locally and nationally.

LUNCHEON 12:00 – 1:15 p.m.

Update on Certified Professional in Supply Management (CPSM) Program

Northeast Supply Management Group's Chairman, Mike Broderick, C.P.M., will conduct a review of the current ISM certification road maps—especially the preparation required for the new Certified Professional in Supply Management (CPSM) credential. What will be right for you—the full exam path or the bridge exam? Exam content and currently available study materials will be discussed, and the current ISM study package will be reviewed in detail. It's anticipated that the Q&A session

at the end will include developing strategies for each of the NSMG affiliates helping each other prepare our members' training programs.

AFTERNOON EDUCATION SESSIONS 1:30 – 3:00 p.m.

Session D: Off-Shore Sourcing: A Case Study

So how do you actually find an overseas supplier, and how do you create a relationship? What errors can you make? Just exactly how do you avoid or recover from them? A seasoned go-between tells you how to do it!

Biography: Carlton Harris, MBA is the president of Asia Tool Source, Inc., Drexel Hill, PA and Shenzhen, China. Mr. Harris began his business career at Scott Paper Company, where he served a variety of roles in corporate development, corporate financial analysis, and in two of Scott's operating divisions over fifteen years. In August 1998, he joined Applied Tech Products, a \$200 million injection molder, and he became heavily involved in doing business in China, including the creation of two joint ventures with Chinese companies. He founded Asia Tool Source, LLC at the beginning of 2006. ATS provides injection mold tooling procurement and program management services to its customers in North America. They sourced over 100 injection tools in China in 2007.

Session E: Cost Saving Panel Discussion

Join Jim Vaughn as he leads a spirited discussion on some of New England's keys to cost saving successes. As we all struggle with corporate reductions goals, here is a forum where sharing ideas may help you in your endeavors. Identifying & implementing cost savings is a primary role of many procurement organizations, but this can be an extremely difficult task when suppliers & service providers are looking to increase margins. A panel of procurement professionals with a broad range of experience in a variety of industries will share ideas and areas for consideration when attempting to address this issue. Utilizing a presentation and Q&A format, attendees will be provided with real life examples & tools that can be put to immediate use for finding ideas, convincing management of the savings value, overcoming internal resistance, identifying resources, and measuring the cost benefit.

Biographies:

James Vaughn C.P.M. (Moderator): 20+ years of procurement experience in the medical device manufacturing industry. Past president of the Purchasing Management Association of Boston and currently responsible for strategic procurement - reagents & consumables at Siemens Healthcare Diagnostics

Gary Beaudreau, C.P.M., MBA: 25+ years of diverse procurement/sourcing experience spanning multiple industries. Past president of the Purchasing

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Management Association of Boston and current Global Indirect Sourcing Leader - GE Sensing and Inspection Technologies.

Marilyn Gettinger, C.P.M. 25+ years of experience in supply and materials management. An adjunct professor at Iona College teaching operations management, supply chain management, and total quality management, Marilyn also owns and manages New Directions Consulting Group.

Bob Sember, BS 40+ years of procurement, strategic sourcing, supply chain, and administrative / consulting experience in both the manufacturing and service industries. Past president of the Connecticut Association of Purchasing Management, Director, JV Kelly Group, Inc. and significant contributor to several Fortune 500 companies.

Session F: Purchasing is *NOT* Basic!

The purchasing profession has accelerated from a back office *tactical* necessity of the manufacturing organization to a *strategic* requirement of all companies focused on improving cycle time, reducing the cost of ownership and profitability improvement. Everything you need to know about purchasing in 60 minutes or less! Listen to a modern take on the basics and learn some new tricks of the trade.

Biography: Bruce D. Caldwell, C.P.M., MBA is an expert in supply chain practices with twenty-five years of experience including managing purchasing and material control departments, strategic sourcing, ERP implementations and upgrades and financial / operational consulting for companies in a variety of diverse industries. He is a strong supporter of lean technology and converted the supply chain of one organization from continuous manufacturing to lean with dramatic results. Mr. Caldwell is also a past president of the Connecticut Association of Purchasing Management.

AFTERNOON EDUCATION SESSIONS 3:15 – 4:45 p.m.

Session G: Off Shore Sourcing: China

Assessing the political, financial, and legal complications inherent in doing business in China is a task modern procurement managers must perform, and perform quickly. Get an in-depth briefing from an "old China hand."

Biography: George Haley, Ph.D. is Professor/Coordinator of Marketing & International Business Programs at the University of New Haven. He has also served on the faculties of other universities in the USA, Mexico, Asia (Singapore and Thailand), and Australia. Additionally, he has presented executive development seminars and been a public speaker for both corporate executives and government policy makers.

He consults with Asian, Latin American, and US companies on strategic and industrial marketing issues, and is on the editorial advisory and review boards of several US and European journals where he lends his expertise on Asia and other emerging markets.

Session H: Lean Practices for the Office

Amy Jo Reitter will share fundamental Lean Principles, their benefits, and how they can be applied to the office area. We'll briefly discuss how Lean and Six Sigma compare, share Lean concepts, and discuss an effective Lean implementation plan. Examples will be primarily from administrative scenarios although some manufacturing samples will be referenced. A list of resources that you can investigate will be provided. The target take-away is for you to have some key ideas on the benefits of Lean and how you can implement Lean in your current role.

Biography: Amy Jo Reitter, MS is a continuous improvement practitioner building on years of training and experience with processes, simulations, statistics, Six Sigma and Lean. Applications include everything from redesigning product lines and factory layouts to data based studies to designing experiments to applying Lean tools. Recently, Amy Jo has had the opportunity to develop and lead a Lean implementation plan at her current facility, Corning Specialty Materials – Keene, NH. Professional memberships include the Society of Manufacturing Engineers and the Institute of Industrial Engineers.

Session I: Executive Sales & Operations Planning

Executive S&OP is a process that brings together data and decision making to achieve results not before possible with regard to managing the supply chain. While it is a very popular practice, it is often not understood. This talk will address both understanding the practice and how to get started with implementation.

Biography: Robert A. Stahl, CPIM Bob is an educator, author, and consultant, specializing in helping manufacturing companies improve their supply-chain performance. He is President of the R. A. STAHL COMPANY in Attleboro, Massachusetts, and heads up the consulting practice for T.F. Wallace & Company. While working in manufacturing management, Bob's efforts contributed to an improved ROI from 8% to 48%. Since leaving line management in 1981, Bob's consulting and teaching have helped many companies in varied environments enjoy similar improvements in their performance.

REGISTRATION DETAILS & SCHEDULE

for

Achieving Excellence Through Education

New England's 60th Annual Educational Conference on Supply Management
April 11, 2008 Four Points Hotel, Leominster, MA

QUESTIONS? Contact Diane Cotter at
DianeCotter@usnh.edu.

HOW TO REGISTER

Complete the conference registration form and mail to: ISM Affiliate Support, P0 Box 22160, Tempe, AZ 8528521 60. Payment must be included with your registration form. You may include either a personal or company check (payable to ISM) or complete the credit card information section on the registration form. Credit card registrations may be faxed to 480/752-7890. Please submit one form for each participant. Deadline for registrations is March 28, 2008. After this date, limited walk in registrations will be accepted at the desk. For registration information call Miranda Smith at 800/888-6276 extension 3020.

LODGING

Call the Four Points by Sheraton directly at 978/534-9000 to make necessary lodging reservations. Singles or doubles are \$93.00/night + tax. To receive this rate, tell them that you are attending the Northeast Supply Management Conference. Rates are valid for the night before (04/10/2008) and the night of the seminar (04/11/2008). Hotel registrations must be received by March 21, 2008 to ensure hotel room availability.

PROGRAM REGISTRATION FEE

ISM members & associate members \$175
Non-ISM members \$200

If registering more than 10 attendees from the same company, deduct \$10 per registration fee.

Registration fee includes program, coffee breaks and lunch.

Mail-in registrations must be postmarked by March 28th, after that time limited walk-in registrations will be available at the conference facility. Cancellation requests must be received in writing on or before April 4, 2008 to be honored.

DIRECTIONS

Four Points Hotel & Conference Center
99 Erdman Way, Jct. Rts. 2 & 12
Leominster, MA 01453
Telephone 978-534-9000

From Worcester

Rte 190 North to Rte 2 West Exit 31 B.
Right off exit, driveway on right.

From Maine/New Hampshire

Take 495 South to Rte 2 West. Exit 31 B
Rte 12N. Right off exit, driveway on right.

From Boston

Take the Mass Pike West to 495N to 2W.
Take exit 31 B for Rte 1 2N. Right off exit.
Driveway on the right

From Connecticut

Take the Mass Pike East to 290N to 190N;
190 and 2W merge. Take Exit 31 B for Rte
12N. Right off exit, driveway on right.

CONTINUING EDUCATION CREDITS

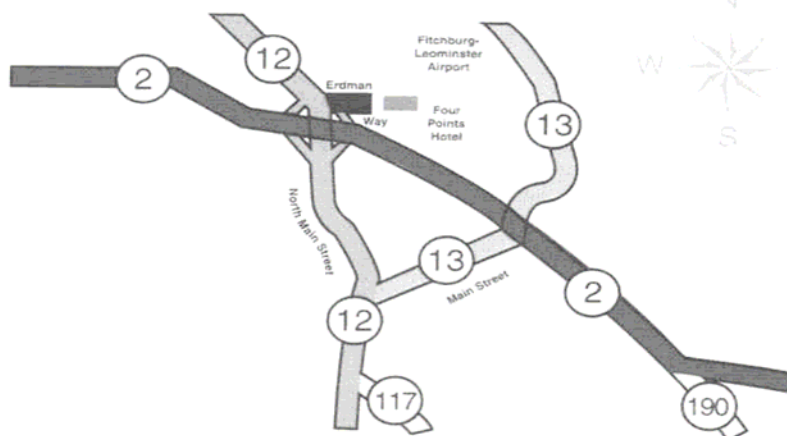
Each attendee, upon completion of the conference, will receive a certificate for 7.25 continuing education hours.

TAX DEDUCTION

US. Treasury Regulations permit deductions for certain educational expenses and should be checked with your IRS office. ISM's federal tax identification number is 13-5265940. ISM is a 501(c)(3) educational organization.

SCHEDULE

7:15 - 8:00 a.m.	Registration Coffee & Danish
8:15 - 8:30 a.m.	Introduction
8:30 - 10:00 a.m.	General Session
10:00 - 10:15 a.m.	Break
10:15 - 11:45 a.m.	Sessions A, B & C
12:00 - 12:45 p.m.	Lunch
12:45 - 1:15 p.m.	Luncheon Speaker
1:30 - 3:00 p.m.	Sessions D, E & F
3:00 - 3:15 p.m.	Break
3:15 - 4:45 p.m.	Sessions G, H & I
4:45 - 5:00 p.m.	Adjournment Evaluations



ISM REGISTRATION FORM

Northeast Supply Management Group

Achieving Excellence Through Education

New England's 60th Annual Educational Conference
On Supply Chain Management

Name: _____ C.P.M.: _____ APP: _____ ISM ID#: _____

Job Title: _____ Company/Organization: _____

Mailing Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ E-Mail: _____

Circle Session Choices: 10:15 – 11:45 a.m.: **A B C** 1:30 – 3:00 p.m.: **D E F** 3:15 – 4:45 p.m.: **G H I**

Fee (See Schedule Below): \$ _____ Group Discount Applies? _____

Method Of Payment: Check Enclosed \$ _____ Credit Card (Please Circle): **Visa Amex MC Diner's Club**

Card Number: _____ Cardholder's Name (Print): _____

Exp. Date: _____ (mm/yy) Amount To Charge: _____ Cardholder's Signature: _____

Fee Schedule: **\$175** for ISM Member; **\$200** for Non-ISM Member

Take an additional \$10 discount per person when 10 or more individuals sign up from the same company, at the same time



APPLICATION for Scholarship Consideration

Richard V. Bradshaw, C.P.M. Scholarship

And / Or

Purchasing Management of Rhode Island

The *Richard V. Bradshaw, C.P.M. Scholarship* is awarded each year to active PMARI members, or their sons and daughters, in memory of the late Richard V. Bradshaw, C.P.M. Mr. Bradshaw was member and past president of the Purchasing Management Association of Boston and the National Association of Purchasing Management, vice president of the International Federation of Purchasing and Materials Management, and a board member of the Institute of Supply Management. The scholarship makes available money each year for students pursuing postsecondary education. Preference will be given to those pursuing degrees in supply chain management related fields.

This year awards will be made based on the number of applicants and the corresponding achievements of each. Academic achievement and honors, community service involvement, and athletic achievement will be taken into consideration. PMARI will also be considering applicants who are members in good standing with PMARI who are pursuing a degree program for themselves.

The scholarship committee will make award recommendations to the PMARI Board.

<u>Criteria:</u>	
1	Student must be an active (paid to date) member of PMARI or a son or daughter of an active PMARI member.
2	Student must be entering freshman year, or beyond, of an accredited college or graduate school pursuing a degree program and attend on a full time basis if they are a son or daughter of a active PMARI member; however, if the applicant is the active PMARI member they may be a part time student but must still be in a degree program.
3	Student can apply for more than one year of scholarship
4	Student must complete a 200 to 250 word typed essay on the given topic
5	Student must attach a copy of most recent report card to this application. Student must have application post marked by May 15 th .

Applicant Information	
Name:	
Street:	
City:	
State:	
Zip Code	
Telephone:	

e-mail:	
Academic Information	
High School:	
Telephone:	
Mo./Yr. Graduate:	
Class standing:	
Academic Honors:	
Community Service:	
Athletic Honors:	
Expected Major:	

THE FOLLOWING SECTION IS FOR STUDENTS CURRENTLY ENROLLED IN COLLEGE AND MUST BE COMPLETED IN ADDITION TO THE ABOVE INFORMATION PROVIDED.

College Attending: (Address and Contact Name)	
Telephone:	
Class of:	
Grade Point Average:	
Current Major:	
Other Activities:	
Academic Honors:	
Community Service:	
Athletic Activities:	

THE ABOVE DATA IS TRUE AND ACCURATE AND CAN BE VALIDATED WITH THE TELEPHONE NUMBERS PROVIDED. I UNDERSTAND THAT I WILL BE NOTIFIED OF ANY SCHOLARSHIP AMOUNT AWARDED TO ME BY JULY 15th

Applicant Signature Date	Applicant Signature
MAIL COMPLETED APPLICATION TO: Scholarship Committee Purchasing Management Association of RI P.O. Box 724 , Pawtucket, RI 02862-0724	

Essay.

A. Please discuss the value of obtaining your degree, and how it will assist you in working in a global environment.