



# Points of Purchase

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

September 2010 • Vol. 5, No. 1

## September Monthly Meeting

Wednesday  
September 15, 2010

Somerset Hills Hotel  
Warren, New Jersey  
(See page 9 for directions.)

5:45 p.m.

### Concurrent Pre-Dinner Forums

Tackling Non-Traditional Sourcing  
Categories: HR Sourcing  
Ed Ronan  
Category Manager  
Becton Dickinson

New Member Orientation  
Christian Stollenmaier, Co-Director  
Membership

7:00 p.m.

### Dinner

ISM: A Critical Resource for  
Supply Management Professionals  
Jan Miller  
Vice President  
Affiliate, Group and  
Forum Support  
ISM

Members free  
Non-Members- \$45.00

**All attendees must register on our  
website at [www.ismnj.org](http://www.ismnj.org)**

RSVP by September 10, 2010  
Registrations will not  
be accepted after September 10.

Contact ISM-NJ office  
to pre-register at  
[info@ismnj.org](mailto:info@ismnj.org)  
or call 908-431-1100.

## Sourcing, ISM Resources topics of September Monthly Meeting

**T**he first meeting of the ISM-NJ fall season will be held on Wednesday, September 15, 2010, at the Somerset Hills Hotel in Warren, N.J. The meeting begins with the pre-dinner Forum at which time Ed Ronan, Category Manager of Becton Dickinson's Corporate Human Resources Organization, will present "Tackling Non-Traditional Sourcing Categories: HR Sourcing." He will discuss the different stages of sourcing while managing HR, developing a strategy and different challenges one might meet.

At this time, Christian Stollenmaier, ISM-NJ Co-Director of Membership, will present to our new members the benefits of ISM-New Jersey and ISM. All new members will need to pre-register for this forum through the ISM-NJ website.

The dinner speaker will be Jan Miller, who is ISM's Vice President for Affiliate, Group and Forum Support. Her topic is "ISM: A Critical Resource for Supply Management Professionals." She will explain how members of the Institute for Supply Management™, with their busy schedules, often aren't aware of resources available to assist them in their professional lives. Join Jan in taking a closer look at how you can take full advantage



of the benefits of your membership in ISM, details of the Certified Professional in Supply Management® (CPSM®) and Certified Professional in Supplier Diversity™ (CPSD™) programs, and opportunities for being involved.

To register for these interesting and informative programs, visit the ISM-NJ website at [www.ismnj.org](http://www.ismnj.org).

(For more information on the speakers, see page 3.)

## Points of Purchase

ISM-NJ Newsletter is published ten times a year by the Institute for Supply Management - New Jersey, Inc.

P.O. Box 6585

Hillsborough, NJ 08844

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Web Site: [www.ismnj.org](http://www.ismnj.org)

**Institute for Supply Management - New Jersey, Inc.**

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# EXECUTIVE MESSAGE

*Thalia Adams-Waingarten, C.P.M.,  
A.P.P. – President*

September is upon us and fall is not far behind. It is time for students of all ages to return to school, with all the excitement of meeting new friends, starting new classes and learning new subjects. Not to mention catching up with one's old friends to hear and tell all the events of summer, both wonderful and, well, humorous.

For those of you who are purchasing and supply chain professionals, and who are seeking to enhance your career, ISM-NJ has a robust and excellent selection of events this fall. Please see our website for details regarding the following events:

- September Membership Meeting, Wednesday September 15th at the Somerset Hills Hotel. Please remember that you must now register online for all ISM-NJ meetings and events. While you are online registering, please also update your profile if you haven't done so already.
- Certified Professional in Supplier Diversity, or CPSD. This is a brand new designation for purchasing professionals, and is generating quite a buzz. ISM-NJ is pleased to offer pilot testing for the CPSD designation on November 13th at Rutgers University, Tillet Hall, Piscataway, N.J.
- CPSM Review Classes for Exam I, Foundation of Supply Management, September 24th & October 8th at Rutgers, Tillet Hall.
- CPSM Bridge Review, evening class,

September 23rd & 30th at Rutgers, Tillet Hall.

- Core Training Classes - Project Management, October 5th at Somerset Hills Hotel, and Fundamentals of Purchasing, October 8th at Suburban Golf Club, Union.
- Webinars – Risk Management, Sep-

*I would encourage you to tune in to the website frequently, and consider participating in one or more events this fall.*

tember 23rd, and Supplier Management Maturity Model, October 21st.

- Women & Leadership Conference, October 13 – 14, Hyatt Regency, Jersey City. This event is filling up quickly, so please take the time to register now if you plan to attend.

Also notable, our November Membership Meeting is our 55th Anniversary, and we plan to celebrate in style at the Parsippany Sheraton Hotel. More information will follow in the October newsletter.

With all of the above courses and meetings, plus others not listed, I would encourage you to tune in to the website frequently, and consider participating in one or more events this fall. If you are interested in becoming more actively involved in ISM-NJ, we are always seeking volunteers for our committees. Participating on a committee or project is truly a rewarding experience. Please contact Kathy Perna for details at (908) 431-1100 or e-mail [info@ismnj.org](mailto:info@ismnj.org).

In closing, I wish all of you a wonderful fall, both in your family life and career, and look forward to seeing you at an upcoming ISM-NJ event soon,

**ISM-NJ Membership Total: 667**

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

# Speaker Information

## Forum Speaker

Ed Ronan, is the Category Manager, supporting Becton Dickinson's Corporate Human Resource Organization in Franklin Lakes, N.J. In the past year, Ed led the sourcing initiatives of a Global Outsourced Payroll Solution and the implementation of a new Contingent Worker and Independent Contractor Management Program. Recently, he completed a Global HR Spend Analysis in support of developing an HR Sourcing Roadmap. Ed's experiences include the establishment of Vendor Management Programs, Supplier Diversity Programs and organizational readiness in Procurement Best Practices.

He remains active with industry

leading Procurement and Benchmarking organizations including ISM, Hackett, EVEREST, CAUCUS and Gartner, and holds Purchasing Professional designations of C.P.M from the Institute of Supply Management and CTPE from ICN/CAUCUS.

Ed has a Bachelors of Science degree in Chemical Engineering from New Jersey Institute of Technology and a Masters degree in Business Administration from Monmouth University.

## Dinner Speaker

Jan Miller is ISM's Vice President for Affiliate, Group and Forum Support. Her area has principle responsibility for all assistance provided to, organiza-

tional training tools provided for, and serving as the primary liaison between affiliates, Groups and Forums. Jan serves as staff contact for the Affiliate, Groups and Forums Relationship Committee, and three Leadership Training Workshop Committees. She is responsible for coordinating all aspects of three ISM Leadership Training Workshops annually, including planning training content with each of the Leadership Training Committees. Jan's responsibilities also include member benefits, corporate relationships and oversight of the Journal of Supply Chain Management.

# New Professional Designation Announced

**I**SM has announced a new professional designation for supply management professionals whose responsibilities include supplier diversity. This designation, CPSD (Certified Professional in Supplier Diversity), delivers added value to business leaders who participate in the development of diverse supplier initiatives within the organization.

## *Why should you pursue this designation?*

Successful organizations maintain an edge, especially in this competitive marketplace. Supplier diversity gives

your company a distinction that shows your commitment to diversity through strong relationships with your suppliers. It creates opportunities to partner with innovative resources and markets. Having the CPSD designation is instant recognition that you and your organization are on the right track.

ISM will have an on-line training program for the CPSD exam in early October.

A pilot test for the exam, provided by ISM-NJ, will be held on Saturday, November 13, 2010, at Rutgers University, Livingston Campus, Piscataway, N.J. The time of the exam is still to be



determined; the cost is \$50 per registrant. A registration form is available at [http://ismnj.org/downloads/registration\\_form\\_cpsd\\_pilot\\_exam.pdf](http://ismnj.org/downloads/registration_form_cpsd_pilot_exam.pdf). Complete form and fax to 908-431-1122 or e-mail [info@ismnj.org](mailto:info@ismnj.org) by October 3, 2010. Payment must be included on the form.

# Institute for Supply Management – New Jersey

## Welcomes Disney Institute to Jersey City on September 28, 2010

**I**t doesn't take any training to recognize that the world's economy has taken a significant downturn. It does take effective and proven professional development training to guide impacted organizations back to the summit.

A one-day local workshop, Disney's Approach to Business Excellence program is a rare and affordable opportunity to learn best business practices from Disney insiders. Organizations from across the nation have learned proven philosophies and implemented effective processes to reap the rewards of improvements in leadership, management, service, and brand loyalty.

**IMPORTANT:** Please use promotional code ISMMNE to receive \$50 OFF PER GUEST when registering.

**TO LEARN MORE AND REGISTER GO TO:** [www.KeysJerseyCity.com](http://www.KeysJerseyCity.com)

No prerequisite training required.

# State of the Job Market

By Kevin Rohan, JP Canon Associates

**C**ompanies are hiring again! In spite of the up and down nature of the news coverage, we have definitely seen our clients start to hire again. After a bleak start to 2009 (2nd and 3rd quarters of the year were the worst we have ever seen), hiring for sourcing/procurement and supply chain professionals started to pick up in late August/early September 2009. By objective standards, it is still not a great job market and companies still have the luxury and leverage of being patient “buyers” when hiring, but companies definitely have a need for talented and motivated individuals who can have an immediate impact on cost savings, cost avoidance and process optimization. Our data and observations are drawn from working with our client-base, which includes Fortune 500/250 companies in Pharmaceutical/Consumer Healthcare; Consumer Packaged Goods (CPG – including food/beverage, personal care, cosmetics/HBA, and other packaged goods sold through various retail channels; Financial/Professional Services; Chemical/Process industries; industrial/high tech manufacturing – most of our clients are located in the NY/NJ/CT tri-state areas, and we also support sites in New England (Boston); MidAtlantic (Philadelphia, Baltimore, DC); Chicago; Northern/Southern CA and large metro markets in the US).

However, the hiring process has become more complicated, takes longer and has a more rigorous set of requirements. The job market as well as the purchasing function has changed a lot in the last 10+ years. Most “purchasing” titles have changed to “Strategic Sourcing” or “Procurement” and the job requirements have changed with it. It is no longer enough to be a good negotiator, leveraging vendors to extract the best price. The Sourcing function has become much more integrated into the overall supply chain and our clients look for individuals who can take a leadership role: in understanding internal demand requirements; selecting the

appropriate strategic vendors (who fit into “Total Cost of Ownership” buying models where price, quality, delivery, and service support, process improvement and compliance are key components of the selection criteria), negotiating and executing contracts/agreements and assessing performance with real time measurement tools.

Ten-to-twelve years ago our clients hiring requirements focused on commodity expertise and industry experience and negotiation skills. Hiring managers wanted buyers who knew the vendors and knew the industry. Our clients were in the beginning stages of developing more sophisticated “sourcing” groups, that is purchasing groups that were able to take control and own or influence key buying decisions, especially where other functional areas controlled the buy (especially in IT, Facilities, HR, Marketing, Travel, etc.). At the time buying decisions for the indirect/non-production goods and services were scattered among a lot of different people authorized to spend and usually they were each negotiating their own prices.

Technology has had a huge impact on the overall supply chain – integrated systems (like SAP and Oracle) were being implemented throughout the late 1990’s (as a Y2K fix and to integrate all of the disparate electronic and manual systems). Purchasing professionals were working with the development and proliferation of e-procurement tools (Ariba, FreeMarkets, Procuri, Emptoris, Frictionless, etc.). All of the systems implementations required companies to change processes and



standard operating procedures in order to facilitate implementation and usage, and needed people who could manage that change and implement/train/use the technology. As a result companies hiring requirements shifted with a greater emphasis on “soft skills” so that companies needed strong commodity managers AND people who could partner and influence buying decisions and build relationships with stakeholders, with the goal of gaining ownership of the buying decisions – the RFX process – RFI’s/RFP’s/RFQ’s.

So what are companies looking for?

For past year, our clients are scrutinizing every aspect of a candidate’s resume before they decide whether to interview someone. These days, the hiring requirements include all of the above: commodity expertise, industry experience, process expertise (Operational Excellence – Six Sigma, Lean, etc.), selling the business case and value of a sourcing program, and ability to drive results in the short term (cost savings, cost avoidance and process improvement). It is not so much one specific quality that companies seem to be looking for these days, but a full complement of credentials, experiences, and demonstrated success. If a job description has a “wish list” of 10 requirements – companies are very likely to require 8, 9 or 10 before they

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# State of the Job Market

Continued from page 4  
make a decision to hire. A few years ago, in a tighter labor market, many companies would have been satisfied with 5 or 6.

What is the best way to conduct a job search?

Technology has also made the job search much more confusing. With the development of internet job tools and resources (job boards, company sites, recruiters, site grabbers, LinkedIn, etc.) there are a lot more search tools available to anyone with a personal computer or a smart phone. The days of mailing resumes to ads in the Sunday NY Times and Star-Ledger are gone (if you are still doing it this way, ask any 12-year-old how to get on the internet because you are doing it wrong).

The tools available now include Monster, Career Builder and an endless array of internet job sites that organize around function, location, industry, compensation, etc. – there is definitely a lot out there. It is very important to remember that the internet and all of the various sites are JUST tools and should not replace the most important aspect of a job search, which is talking and meeting with people who are in a position to hire you. The downside to the internet is that it allows people to disengage from the process – many people we talk to just “point and click” and hide behind their computers. Many people tell us that they have applied to many jobs but don’t get a response – when asked if they have followed up with a phone call, answer is often “no.”

In this market climate we have found that professional and personal networking is very important and effective ways of getting in front of potential hiring managers. Interviewing and working with a variety of recruiters is also part of this process. While the job boards are an important part of a job search, applying to jobs without any investigation or research is not the most effective way to generate an interview. Last year, especially in the first half of the year, much of the hiring occurred by networking with prior bosses or

co-workers who were able to vouch for their past co-workers.

One adage describes the “definition of insanity” as repeating the same behavior and expecting a different result – for most things in life, this is a bad thing, but in the job search process, it is the right strategy. Effort, persistence and resilience are always rewarded.

So how to work harder and work smarter – following are some of the suggestions and practices in how to conduct a job search:

1. First and foremost – for Sourcing/ Procurement professionals, when you interview you are not making a buying decision – you are now on the other side of the desk from the individual with that responsibility – you are now “selling” your ability to make good buying decisions. It is very important to have concrete examples and be able to make a strong presentation of your own experience. Our clients want to hear about tangible results – what was the situation, how did the person have an impact (cost savings, cost avoidance, supply assurance, process improvement, etc.)
2. Prepare for the interview – this seems really obvious – but how many of you actually spend more than 30-60 minutes doing so? When a company does not make an offer to a person, one of the most common points of feedback is that the person interviewing did not seem prepared. We are surprised how often people answer questions with “I can’t remember; that was so long ago.” This answer usually knocks a person out of the process. Most of us probably take a quick glance at the resume, while spending hours and days slogging through one website after another looking for a job that you think may be interesting. More time should be used in preparing for an interview than anything else.
3. Network – with former co-workers, supervisors, direct reports, vendors, and recruiters – most people we talk to say they are doing this but we find a very small percentage who have actually made it work – this does not mean

hide behind a computer and “point and click” responding to a job on a job board or company website is usually a last resort step. First thing we recommend is if you see a job posting on the internet, find someone who works at or with the company (maybe a recruiter or vendor) and make sure you have not already applied – redundancy and the more times a company sees your resume actually works against you – it’s annoying and dilutes one’s uniqueness. Most of our clients are looking for the hard to find, unique - - “Googling” a company and getting thousands of hits is a good thing – “Googling” an individual and getting thousands of hits is a bad thing for one’s search – we hear people who say that they have applied to everything, but don’t get a response.

4. At the beginning of an interview process, the primary focus should be “What can I do for your company” and for most of us, the focus is “What’s in it for me?” This is a very important question to answer when considering an offer, but it is the wrong mindset when first interviewing. In all cases, companies hire the person who demonstrates genuine interest in working for a company – in this tougher climate we have seen some really good candidates get rejected because companies did not see that they were truly interested in the job, the team, the company but may have appeared self motivated or self centered – in this kind of economy, companies are forced to do more with less and hiring managers are screening ahead of time for potential problem employees.
5. Set up a profile on LinkedIn – companies and recruiters use internet social media as a recruiting tool – and LinkedIn is the most business focused of the networking sites. It is growing by leaps and bounds to the extent that if we can’t find you, we may believe you do not exist, or that you have ignored a valuable tool that would enhance one’s appeal to an employer.

# “New” Membership Benefit Announced

**E**xpanding the current ISM-NJ membership benefits available, as well as leveraging the wealth of knowledge of purchasing leaders, ISM-NJ is pleased to announce the introduction of a Mentoring Program.

This new program can partner you with a knowledgeable leader in a general or specific body of knowledge. Possible categories of expertise include:

## Skill Based

Leadership  
Presentation

## Knowledge Based

CPSM Certification  
Negotiations

## Process Based

RFI Process  
Supply Chain

The partnership relationship is what you decide it will be. The format can be as simple as an exchange of knowledge or a more formalized program developed by you and your mentor.

If you are interested in being a

mentor or a mentee, please do not hesitate to contact one of the Mentoring Committee members:

Maria Kiwalle, CPSM, C.P.M.  
(908-981-6234) - maria.kiwalle-mcbride@sanofi-aventis.com

Mary Bicho, CPSM, C.P.M.  
(908-659-2478) -MBicho@actavis.com

Gail Kobstad-Jimenez  
(732-439-7187) -gkobstad@yahoo.com

We look forward to hearing from you on this new, exciting forum for our membership. ISM-NJ membership just does not grow one member at a time . . .we empower one member at a time!

## ISM-NJ 2010-2011 Training Schedule

### Certification Training

#### 2010

September  
24 & October 8  
23 & 30

CPSM Review Exam 1  
Bridge Review – Evening Class

October  
22  
29

CPSM Review Exam 2  
Bridge Review – Day Class

November  
4 & 11  
12

Bridge Review – Evening Class  
CPSM Review Exam 3

#### 2011

February  
4 & 11

CPSM Review Exam 1

March  
4

CPSM Review Exam 2

April  
7 & 14  
8

Bridge Review – Evening Class  
CPSM Review Exam 3

CPSM sessions will be located at Rutgers University, Piscataway

## Scholarships to Be Awarded

At the September 15 Membership Meeting, ISM-NJ will award scholarships to five incoming freshmen. The recipients are:

**Megan Garbarino**  
Villanova

**Michael Castore**  
University of North Carolina

**Taylor Hadam**  
Seton Hall University

**Brandon Rogers**  
Drew University

**Christina Walker**  
Skidmore College

Congratulations to these deserving students and good luck in your future endeavors.

# Fall Season Starts with 34 New Members

ISM-NJ will begin the fall season with 23 purchasing professionals joining the Association. They are:

**Naval Ahuja**  
AT&T

**Vishal Arya**  
Mars Chocolate N.A.

**William Ballard**  
Bank of America

**Benjamin Bigenho**  
Tyco International

**Scott Boudreau**

**Marcie Cetani**  
AT&T

**Kathleen Dietz**  
Johnson & Johnson

**Aimie El Barnchawy**  
Bristol Myers Squibb

**Edie Friedel, C.P.M.**  
Bank of America

**Charlene Galanek**  
AT&T

**Vijay Gnanadesikan**

**Andrea Grable**  
Dow Jones

**Sunil Handa**

**Paul Higgins, C.P.M.**  
Bank of America

**Jeffrey Kressen, C.P.M.**  
Bank of America

**Nadine Lang, C.P.M.**  
Bank of America

**Christina LoDolce**  
Bank of America

**Michele Martin**  
Tyco International

**Michael McKenna**  
AT&T

**Robert Meyers**  
BP Lubricants

**Jayne Millard**  
Turtle & Hughes

**Mark Myers**  
Zimmer TMT

**Hari Nagabhirava**  
American Standard

**Sanjiv Parikh**  
Tyco International

**Ruth Ann Parronchi**  
Duke Farms Foundation

**Edward Pniewski**

**Ryan Rayburn**  
AT&T

**Lisa Marie Ringus**  
24 Seven Inc.

**Naty Rivera**  
Merrill Lynch

**Carl Rothman**  
AT&T

**Adriana Thurston**  
OfficeMax

**Dominic Tiseo**  
Bank of America

**James Tunis, Jr.**  
Maersk Inc.

**Sha Wen**  
Tyco International

A warm welcome to everyone; we look forward to meeting you at future meetings

## SAVE THE DATE:

### ISM-NJ Women & Leadership Conference Schedule

Hyatt Regency, Jersey City, NJ, October 13-14, 2010

Cost: \$250 members, \$300 non-members  
\$100 for unemployed and student members  
Hotel Rooms offered at \$249 plus tax  
Register online at [www.ismnj.org](http://www.ismnj.org) by October 4, 2010.





## 2010 ISM-NJ Women & Leadership Diamond Award Nomination Form

The ISM-New Jersey Women & Leadership Diamond Award will be given annually at the Women & Leadership Conference which will focus on the leadership and mentoring of women in the supply management role. The candidates will need to submit the following form with a personal statement to the ISM-New Jersey Office by September 10, 2010.

### 2010 ISM-NJ Women & Leadership Diamond Award Nomination Form

**Deadline – September 10, 2010**

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 Supply Management 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"/> Mentoring Programs _____                     | <input type="checkbox"/> Other Memberships _____             |

Please submit personal statement and biography of candidate:

**Nominations are not limited to NAPM/ISM members. Nominations will be kept confidential. Nominees will be notified of award status by September 17, 2010. Recipient will need to attend October 14, 2010 ISM-NJ Women & Leadership Conference Luncheon at which time award will be presented.**

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](mailto:info@ismnj.org)**

# Core Training Programs

2010	
October	
5	Project Management Workshop
8	Fundamentals of Purchasing
28-29	Improving Supplier Performance
November	
11-12	Understanding Purchasing & Supply Contracts
19	Contract Law
December	
3	Sustainability Workshop
2011	
March	
10-11	Advanced Purchasing & Supply Management Techniques
18	Facilities Management & Construction Services
25	Statement of Work
April	
1	Contract Development & Administration
7	Improving Your Purchasing Negotiation Skills
29	Fundamentals of Purchasing
May	
6	Legal Aspects of Technology & Software Acquisition

# ISM-NJ Webinar Schedule

2010	
September 23	Four Steps to Risk Management
October 21	The Supplier Management Maturity Model – How Far Along Are You?
November 18	Part I: Supply Management: Strategic Planning For Supply Chain Success
December 15	Part II: Supply Management: Strategic Selection in Outsourcing
2011	
January 20	Part III: Supply Management: Walking Up the Tiers

\*All attendees must pre-pay for webinar

Cost: \$50 each; \$35 for groups of 4 or more; \$20 each for groups of 10 or more.  
To register email [info@ismnj.org](mailto:info@ismnj.org).

# Certification News

John Cortez was recently recertified as a C.P.M., and Janet Roder received her Lifetime C.P.M. designation.

Three members received a CPSM (Certified Professional in Supply Management) designation. They are Shelley Stewart, Jr., Margaret Reilly and Shazib Jamil.

Congratulations to all for their hard work and dedication.

If you are interested in pursuing a CPSM, please see schedule listings in this newsletter.

# Driving Directions

Somerset Hills Hotel, 200 Liberty Corner Road, Warren, NJ 07059  
Phone: 908-647-6700

FROM JFK AIRPORT & SOUTH SHORE LONG ISLAND :  
Take the Verazzano Bridge to I-278 West. Follow I-278 West across Staten Island to Rt. 440 South. Follow 440 South to the Outerbridge Crossing. Follow signs to I-287 North. Stay on I-287 North to I-78 East. Follow I-78 East to Exit 33 (Bernardsville-Martinsville.) At the end of the ramp make a left. Make a right at the third light and hotel will be on the left.

FROM UPSTATE NEW YORK, CONNECTICUT, & NEW ENGLAND :  
Take NY Thruway South to I-287 South. Follow I-287 South to exit 26 ( Mt. Airy Road .) At the end of the ramp make a left onto Mt. Airy road. Make a left at the fourth light and hotel will be on the left.

FROM SOUTH JERSEY ( ATLANTIC CITY ) :  
Take the Garden State Parkway North to I-287 North. Follow I-287 North to I-78 East. Follow I-78 East to Exit 33 (Bernardsville-Martinsville.) Make a left at the end of ramp and at the third light make a right and the hotel will be on the left. Total travel time two hours.