



# Membership Application

## Institute for Supply Management, Inc.™ (formerly NAPM)

Members are encouraged to join a local Affiliated Association. To obtain information on the Affiliated Association closest to you and dues information, please call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401. Applications can also be submitted via the Internet at [www.ism.ws](http://www.ism.ws).

**Please check the appropriate box:**

- New Member     Past Member    Member ID Number (if known) \_\_\_\_\_
- I am replacing the following current member in my organization (If replacing a current member, send completed application to the affiliate.)
- Member Name \_\_\_\_\_ Member ID# \_\_\_\_\_

Dr. Mr. Mrs. Ms. Miss \_\_\_\_\_  
 (please circle) First Name MI Last Name

Title (required) \_\_\_\_\_ Organization (required) \_\_\_\_\_

**Please check the preferred mailing address:**

- BUSINESS
- HOME

City	State	ZIP Code	City	State	ZIP Code
Country	Postal Code		Country	Postal Code	
E-Mail ( ) _____			E-Mail ( ) _____		
Business Phone Number**			Fax Number**		
			Home Phone Number**		

\*\*For international numbers, please include country and city codes.

Date of Birth (optional): \_\_\_\_/\_\_\_\_/\_\_\_\_

Industry Code (choose a 3-digit code from the list provided on the back of this application): \_\_\_\_\_

Number of employees at your location (please check one):  under 100  100-249  250-499  500-999  1,000+

Education (check highest level completed):  High School  Associate's  Bachelor's  Master's  Other \_\_\_\_\_

Student (estimated graduation date) \_\_\_\_\_

Are you a C.P.M.?  Yes  No    Are you an A.P.P.?  Yes  No

Do you hold other professional designations? If so, please list: \_\_\_\_\_

Would you like to serve on a committee?  Yes  No

Are you involved in sales? If so, explain: \_\_\_\_\_

**MEMBERSHIP TYPE: Please select one of the options below. See page 2 for option details.**

<p><b>Option I</b></p> <p><input type="checkbox"/> <b>Regular Membership</b> – Includes National and local affiliate benefits.</p> <p>I choose to become a member through (please provide affiliate name):        _____ NAPM-Cincinnati _____</p> <p>For dues information and affiliate code, contact ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.</p> <p>Affiliate Code (code provided by ISM): _____ / _____</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Annual ISM/Affiliate Dues:</td> <td style="text-align: right;">USD \$ _____ 110.00</td> </tr> <tr> <td>Administrative Fee:</td> <td style="text-align: right;">USD \$ _____ 20.00</td> </tr> <tr> <td>Affiliate Initiation Fee:</td> <td style="text-align: right;">USD \$ _____ 80.00</td> </tr> <tr> <td>Other:</td> <td style="text-align: right;">USD \$ _____</td> </tr> <tr> <td><b>TOTAL:</b></td> <td style="text-align: right;"><b>USD \$ _____ 210.00</b></td> </tr> </table>	Annual ISM/Affiliate Dues:	USD \$ _____ 110.00	Administrative Fee:	USD \$ _____ 20.00	Affiliate Initiation Fee:	USD \$ _____ 80.00	Other:	USD \$ _____	<b>TOTAL:</b>	<b>USD \$ _____ 210.00</b>	<p><b>Option II</b></p> <p><input type="checkbox"/> <b>Direct National Membership</b> – Includes National benefits only. Does not include affiliate benefits.</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">ISM Dues:</td> <td style="text-align: right;">USD \$ _____</td> </tr> <tr> <td>Administrative Fee:</td> <td style="text-align: right;">USD \$ _____</td> </tr> <tr> <td><b>TOTAL:</b></td> <td style="text-align: right;"><b>USD \$ _____</b></td> </tr> </table> <p style="background-color: #f00; color: white; text-align: center; padding: 2px;"><b>Method of payment (U.S. Funds Only):</b></p> <p><input type="checkbox"/> Personal Check    <input type="checkbox"/> Organization Check</p> <p><input type="checkbox"/> VISA    <input type="checkbox"/> MasterCard    <input type="checkbox"/> American Express    <input type="checkbox"/> Diners Club</p> <p>Charge Card# _____</p> <p>Exp. Date ____/____    Amount to be Charged \$ _____</p> <p>Cardholder Signature _____</p>	ISM Dues:	USD \$ _____	Administrative Fee:	USD \$ _____	<b>TOTAL:</b>	<b>USD \$ _____</b>
Annual ISM/Affiliate Dues:	USD \$ _____ 110.00																
Administrative Fee:	USD \$ _____ 20.00																
Affiliate Initiation Fee:	USD \$ _____ 80.00																
Other:	USD \$ _____																
<b>TOTAL:</b>	<b>USD \$ _____ 210.00</b>																
ISM Dues:	USD \$ _____																
Administrative Fee:	USD \$ _____																
<b>TOTAL:</b>	<b>USD \$ _____</b>																

ISM members receive *Inside Supply Management*™ magazine as a \$12 portion of the national membership fee. I agree to abide by the *ISM Bylaws, Principles and Standards of Ethical Supply Management Conduct*, and *Statement of Antitrust Policy*, as stated on page 2 of this application. A copy of the *ISM Bylaws* may be obtained by writing or calling ISM Customer Service at the address or telephone number listed below.

Signature \_\_\_\_\_ Date \_\_\_\_\_

<p><b>RETURN TO:</b></p> <p><b>NAPM-Cincinnati</b></p> <p><b>PO Box 54777</b></p> <p><b>Cincinnati OH 45254</b></p>	
---	--

**ISM Use Only**

Amount \$ \_\_\_\_\_ Approval # \_\_\_\_\_ Date Entered \_\_\_\_\_ Initials \_\_\_\_\_ APPROV \_\_\_\_\_

SM \_\_\_\_\_ Date \_\_\_\_\_ **WEB**

## OPTION I

### Regular Membership

Regular Membership is when an individual chooses to join an Affiliated Association and National. Each Affiliated Association will set the annual dues for its local membership, which will include National dues.

Any individual that chooses this type of membership will receive discounts on both National and Affiliate levels.

## OPTION II

### Direct National Membership

Direct National Membership is when an individual chooses to join the National level of ISM only. This membership allows for discounts on the National level of products and services only.

## OPTION III

### Volume Discount Membership

With ISM's Volume Discount Membership, organizations with 50 or more supply management employees nationwide can save substantially on their membership dues. This category is available to organizations as well as governmental entities of every level and type.

The discount schedule is as follows:

Number of Members (nationwide)	Discount on Dues (without meals)
50-99	10%
100-249	20%
250 and over	30%

Volume Discount Membership is arranged through your organization or government entity. Volume Discount members and all necessary information will be provided to ISM Headquarters by one individual from each organization/entity. ISM will invoice your organization/entity for the correct amount of dues, and forward the affiliate portion to the affiliate. Any individual with Volume Discount Membership will receive the benefits of belonging to an affiliate and the National Association.

For more information, contact ISM at 800/888-6276 or 480/752-6276, extension 3111.

## Principles and Standards of Ethical Supply Management Conduct

LOYALTY TO YOUR ORGANIZATION  
JUSTICE TO THOSE WITH WHOM YOU DEAL  
FAITH IN YOUR PROFESSION

### From these principles are derived the ISM Standards of Supply Management Conduct. (global)

1. Avoid the intent and appearance of unethical or compromising practice in relationships, actions, and communications.
2. Demonstrate loyalty to the employer by diligently following the lawful instructions of the employer, using reasonable care and granted authority.
3. Avoid any personal business or professional activity that would create a conflict between personal interests and the interests of the employer.
4. Avoid soliciting or accepting money, loans, credits, or preferential discounts, and the acceptance of gifts, entertainment, favors, or services from present or potential suppliers that might influence, or appear to influence, supply management decisions.
5. Handle confidential or proprietary information with due care and proper consideration of ethical and legal ramifications and governmental regulations.
6. Promote positive supplier relationships through courtesy and impartiality.
7. Avoid improper reciprocal agreements.
8. Know and obey the letter and spirit of laws applicable to supply management.
9. Encourage support for small, disadvantaged, and minority-owned businesses.
10. Acquire and maintain professional competence.
11. Conduct supply management activities in accordance with national and international laws, customs, and practices, your organization's policies, and these ethical principles and standards of conduct.
12. Enhance the stature of the supply management profession.

## ISM Antitrust Policy

It is the express policy and intention of ISM to comply at all times with all existing laws, including the antitrust laws, and in furtherance of this policy, no activity or program will be sponsored or conducted by or within ISM or any association affiliated with ISM which in any matter whatsoever will represent or be deemed a violation of any existing law, including the antitrust laws. This statement of policy will be implemented by the publication of the "Antitrust Policy, Principles, and Standards," "Standards for ISM Activities," "Professional Self-Regulation," and "Standards for Conduct and Use of Surveys" which are available to all members of the association upon request.

Dues, contributions, or gifts to this organization are not tax-deductible charitable contributions for income tax purposes. Dues may, however, be deductible as a business expense.

### Return to local affiliate association or:

ISM  
P.O. Box 22160  
Tempe, AZ 85285-2160  
Or fax application to 480/752-2299

**STANDARD INDUSTRY CODES (SIC)** — If you have responsibility for more than one industry, please use only the one three-digit code representing the major activity of the organization, division, or plant for which you work. (Write the three-digit code on page 1 of this form in the appropriate space.)

### AGRICULTURE, FORESTRY, AND FISHERIES

010	Agricultural production - crops
020	Agricultural production - livestock
070	Agricultural services
080	Forestry
090	Fishing, hunting, trapping

### MINING

100	Metal mining
120	Bituminous coal/lignite mining
130	Oil and gas extraction
140	Nonmetallic minerals, except fuels

### CONTRACT CONSTRUCTION

150	General building contractors
160	Heavy construction contractors
170	Special trade contractors

### MANUFACTURING

200	Food and kindred products
210	Tobacco manufacturers
220	Textile mill products
230	Apparel/other textile products
240	Lumber and wood products
250	Furniture and fixtures
260	Paper and allied products
270	Printing and publishing
280	Chemicals and allied products
290	Petroleum and coal products
300	Rubber and miscellaneous plastic products
310	Leather and leather products
320	Stone, clay, and glass products
330	Primary metal industries
340	Fabricated metal products
350	Machinery, except electrical

360	Electric/electronic equipment
370	Transportation equipment
380	Instruments and related products
390	Miscellaneous manufacturing industries

### TRANSPORTATION, COMMUNICATION, AND UTILITY SERVICES

400	Railroad transportation
410	Local/interurban mass transit
420	Trucking and warehousing
430	U.S. Postal Service
440	Water transportation
450	Transportation by air
460	Pipelines, except natural gas
470	Transportation services
480	Communication
490	Electric, gas, and sanitary services

### WHOLESALE AND RETAIL TRADE

500	Wholesale trade - durable goods
510	Wholesale trade - nondurable goods
520	Building materials/garden supplies
530	General merchandise stores
540	Food stores
550	Automotive dealers/service stations
560	Apparel and accessory stores
570	Furniture/home furnishings stores
580	Eating and drinking places
590	Miscellaneous retail

### FINANCE, INSURANCE, AND REAL ESTATE

600	Banking
610	Credit agencies, except banks
620	Security and commodity brokers/services
630	Insurance carriers

640	Insurance agents, brokers/services
650	Real estate
670	Holding/other investment offices

### SERVICES

700	Hotel/other lodging places
720	Personal services
730	Business services
750	Auto repair, services/garages
760	Miscellaneous repair services
780	Motion pictures
790	Amusement/recreation services
800	Health services
810	Legal services
820	Educational services
830	Social services
840	Museums/botanical, zoological gardens
860	Membership organizations
870	Engineering/accounting/related services
880	Private households
890	Miscellaneous services

### GOVERNMENT

910	Executive, legislative/general
920	Justice, public order, and safety
930	Finance, taxation, and monetary policy
940	Administration of human resources
950	Environmental quality/housing
960	Administration of economic programs
970	National security/international affairs

### NONCLASSIFIABLE

999	Nonclassifiable establishments
-----	--------------------------------