Greetings:

I think most of our members' understand the benefits of IFMA at the local level. The educational, networking, leadership, development, and resource opportunities are fantastic within our chapter. However, what benefits are offered through IFMA at the national and international level? There are far too many benefits for me to try cover in this message, but here are a few:

- **Continuing Education**- Variety of online FM related courses, Podcasts, Webinars/Webcasts, On Demand Recordings, and Instructor led classroom courses.

- **Industry Councils**- Share work experiences and best practices in specific industries, solve job related problems, stay current on trends and technologies relevant to your industry, many tools and resources to enhance your knowledge and skills. There are 16 industry specific councils to choose from.

- **Promotional Opportunities**- Find the best products and services for your building, advertising opportunities, ability to view member demographics, exhibit opportunities, and high profile sponsorships.

- **How to Sustainability Guides**- Through IFMA Foundation, get white papers and guides on a wide array of subjects related to sustainability; Getting Started guide (step by step process for assessing your organization), Carbon Footprint guide, Water guide, Landscaping guide, No cost/low cost guide, Global Green Cleaning Guide, and Data Center guide….to name a few.

Regardless if you an associate or professional member, I strongly urge you to look into all of the exciting benefits and resources available at the national and international level through IFMA. The easiest way to do this is by going to their website at [www.ifma.org](http://www.ifma.org).

We are working on getting someone from IFMA Headquarters to speak at our Tri-Chapter event in 2013 to review these and many more benefits available.

Mike Schwartz, President
IFMAdison

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**Chapter Monthly Luncheon**
October 16, 2012
12 Noon - Sheraton Madison

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*What you need to know about NFPA 70E*

Chuck Fox is Principal/Owner of Academy Service Group. ASG is an electrical contractor with a specialty practice in electrical predictive maintenance and providing arc flash compliance programs (NFPA 70E).

Chuck is considered by many to be one of the most knowledgeable resources in Wisconsin on NFPA 70E requirements and implementation.

This month’s discussion will focus on “What does a facility manager need to know about 70E, in other words the compliance challenges and how to build a compliance plan?”
## 2012-2013 Officers & Team Directors

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Over the course of more than 30 years, World Workplace has earned a reputation for consistently providing attendees with unsurpassed education and networking opportunities that deliver an immediate ROI.

Still haven’t registered? Here are five good reasons to get on board:

1. **Get informed** - Choose from more than 90 educational sessions to customize a learning agenda that addresses your specific interests. Learn to do more with less and meet workplace demands.

2. **Get ideas** - Network with colleagues, discuss FM challenges and exchange best practices.

3. **Get inspired** - Opening keynote speaker Guy Kawasaki is Former Chief Evangelist of Apple and best-selling author. Closing keynote Frank Abagnale is subject of the movie “Catch Me If You Can”.

4. **Get solutions** - Interact with thousands of exhibitors to find the best products for your facility.

5. **Get social** - Start networking before the conference—find out who else is attending. Join the discussion on Twitter using hashtag #WW2012; or join the World Workplace LinkedIn group.

The key to smart business is knowing when to choose quality over convenience. You get what you pay for, and “free” doesn’t always guarantee that you’re getting the best! Don’t settle for anything less. Join us in San Antonio 10/31 - 11/2 to discover how “smart facility management drives smart business.”

The “New Member Breakfast” is fast approaching.

On Thursday, November 1, MemberSquad will hold it’s second breakfast meeting for new members.

It’s an opportunity for our newer members to learn more about getting involved with IFMA and the various benefits that can be enjoyed. Whether the goals of membership are Networking Events, Education or Professional Development, we help them identify with how IFMA can help achieve those goals.

It’s also a chance for them to get to meet the other new members and start developing new relationships at an accelerated rate.

Please save this date on your calendar today -- new members that have joined between May 1st and October 31st will automatically receive an invitation by mail. HOWEVER.....if you are a new member within the last year and would like some direction and more understanding of IFMA, please feel free to send Roberta an email and she will make sure you get an invitation.

RMontague@SchroederSolutions.com

**Welcome New Members:**

Nyra Jordan  
American Family Insurance  
Moves and Allocation Manager  
608-242-4100 x30888  
hjordan@amfam.com

Ted Moravchik  
ServiceMaster Building Maintenance  
608-256-2129  
moravchik@smbldg.com
PROTECTING YOUR ASSETS

At KleenMark, a family-owned commercial cleaning company, we partner with facility managers to help preserve and protect their facilities.

Taking the Initiative
We take the initiative to prolong a facility’s life. Our proactive approach includes the following efforts:
• Identify and report maintenance repair needs
• Recommend project work to improve appearance and decrease the impact of postponed action
• See what needs to be done—and do it

Security
KleenMark’s employee turnover rate is 3.5 times better than the industry average. A high employee retention rate means we can provide consistently clean facilities, by service workers you trust.

“We appreciate you stepping outside the box for our customers.”

What Our Customers Are Saying

“You went out of your way when we were in a pinch and I totally appreciate it.”

“The carpet looks amazing! There are several places where I know there used to be spots that are no longer there. And the kitchen floor is SHINING!”

1210 Ann Street
Madison, WI 53713
(p) 608.258.3131
(f) 608.258.7364
kleenmark.com

Fred Volker, Business Development
fvolker@kleenmark.com
Does your company have a plan for how it makes purchases? Or do you just choose whatever has the lowest price tag?

A sustainable purchasing policy makes sustainable purchasing goals concrete, provides institutional memory, and helps measure success. Working with your staff to choose products that are beneficial for people, the environment, and your bottom line will make your company’s global impact smaller. Products can have a significant impact on our society, environment, and economy every step from raw material extraction to disposal. For instance, the production of vinyl products has health costs that put a burden on companies, employees and society. Inefficient transportation practices cost companies money, pollute the air, and increase the incidence of asthma in children. At the end of a product’s life, its proper disposal ensures that valuable materials are saved and dangerous materials are kept out of our environment.

Write a Sustainable Purchasing Policy:

Form a stakeholder team to ensure that everyone has an opportunity to provide input.

1. Make a careful inventory of regular purchases.
   a. Consider items that you purchase weekly, monthly or irregularly.
   b. Collect information on yearly quantities purchased.

2. Rethink
   a. Do you really need everything that you are purchasing?
   b. Could your task be accomplished in some other way?
   c. If you decide a purchase is not really necessary, you have just saved money and natural resources.

3. Reduce
   a. Are regularly-needed supplies neatly organized so that they remain in good quality and easy to find?
   b. Have you set all computers’ printing settings to double-sided?

Continued on next page
4. Reuse
   
a. Would your employees prefer eating from ceramic dishes?
   
b. Could you buy a tool from another company for less?

5. Once you have considered the products that you will purchase, evaluate them by their:
   
a. Weight
   
b. Reusability
   
c. Recycled Content: Post-Consumer and Post-Industrial
   
d. Human Health Effect: e.g. Low VOC (Volatile Organic Compound) paints and adhesives
   
e. Rapidly Renewable Material Content e.g. bamboo, cotton, or cork
   
f. Sustainably-harvested wood certification i.e. Forest Stewardship Council
   
g. Locally manufactured product

6. Try online calculators to determine the best and most cost-effective way for you to reduce your impact.
   
a. Although you might think that your greatest impact comes from gasoline use, you might realize that paper consumption has a greater impact.
   
b. Some calculators can be found on the Responsible Purchasing Network’s website: http://www.responsiblepurchasing.org/purchasing_guides/all/calculator/

7. Set goals for purchasing based on the product.

8. Look at model policies developed by other organizations to make your task easier.
   
   http://www.responsiblepurchasing.org/purchasing_guides/all/policies/

Are there other ways that you could change your company’s material purchases? Would you like more information on this topic? These websites were referenced when writing this article.

Responsible Purchasing Network:
   http://www.responsiblepurchasing.org/

Product Policy Institute:
   http://www.productpolicy.org/

LEED User:
   http://www.leeduser.com/credit/EBOM-2009/MRc1

October 2012
  9  Executive Board Meeting
  16  Luncheon Meeting
      TBA  Tour

November 2012
  13  Executive Board Meeting
  20  Luncheon Meeting
      TBA  Tour

December 2012
  11  Executive Board Meeting
      TBA  Annual Holiday Party
      TBA  Tour

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November Newsletter Deadline
Wednesday, October 31, 2012

Please submit materials to Jennifer Hardebeck
jhardebeck@central.esurance.com