



**institute for
supply management**
ISM – Central Iowa, Inc.

**SEPTEMBER 2009 ISM-CI
PROFESSIONAL EDUCATION FOR SUPPLY MANAGEMENT
Tuesday, September 8, 2009**

AGENDA:

- 5:00 p.m. Early Bird Seminar: “Tools and Techniques to Identify Supplier Strengths and Weaknesses in Today’s Market”**
Cross-industry panel of supply management professionals
- 6:00 p.m. Affiliate Dinner and Fellowship**
- 7:00 p.m. Premier Education Seminar: “Risk Analysis and Risk Mitigation to Ensure Long-Term Organizational Success”**
James L. Patterson, Ph.D., C.P.M., A.P.P.

MEETING DETAILS:

DATE: SEPT. 8, 2009

LOCATION: Prairie Meadows Racetrack & Casino
Meadows Events & Conference Center – Altoona, IA

DRIVING DIRECTIONS TO LOCATION:

Exit I-80 at exit 142, highway 6 South towards Altoona. Turn left at Adventureland Drive. Prairie Meadows is on the right past the Adventureland Inn.

TO REGISTER:

Visit <http://www.ism-ci.org/meetings.html>
Please register by **Sept. 3, 2009**

MEETING COSTS: ISM-CI Members - NO COST (included in annual dues) **Non-Members** - \$20 per person for non-members

PLEASE NOTE: ISM-CI is obligated to pay for all meals served. If you are unable to find a substitute, please call Jane Burger at 515-276-1254.

AFFILIATE DINNER MENU:

Main Entrée: 4 oz Sliced Roast Beef, Garden Salad with Creamy Parmesan Dressing, Mashed Potatoes, Chef’s Seasonal Vegetable, Assorted Rolls with Honey Butter, Regular and DeCafe Coffee, Iced tea and Water.

EARLY BIRD SEMINAR:

Tools and Techniques to Identify Supplier Strengthsand Weaknesses in Today’s Market

This program by a cross-industry panel of supply management professionals will discuss contingent approaches such as improved relations and acquired supplier evaluation programs in conjunction with the SWOT analysis, traditional financial tools and more available to supply managers as tools to better understand and mitigate risk from the supply base. Our discus-sions will include a detailed look at what some or our companies and others are doing in these tough economic times. Our Early Bird Discussion leaders include Andrea Spiker, Ames Labs, Brad Stalzer, Pella Corporation and Dr. Kemp. (1 CEH)

PREMIER EDUCATION SEMINAR:

Risk Analysis and Risk Mitigation to Ensure Long-Term Organizational Success
James L. Patterson, Ph.D., C.P.M., A.P.P.

The growing complexity of global sourcing coupled with significant cost reduction initiatives at the individual organizational level as managers reach into the low cost markets for the acquisition of goods and services all combine with the worldwide economic downturn to significantly increase risk and uncertainty in the markets. The question of managing the risks inherent in global sourcing of goods and services from all the markets is twofold: 1) What are the common sources of risk? And 2) How can supply base managers work with these risks effectively? All sourcing risk must be evaluated relative to the potential cost exposure and the probability of occurrence. Several generally accepted contingency management techniques will be discussed to help global supply base managers and strategic sourcing teams mitigate the risks as well as potential losses and disruptions of supply. (1 CEH)

Our Speaker’s Bio:

Professor Patterson has nearly 20 years of logistics and operations management experience in the U.S. Marine Corps, Avon Products, Inc., the Coca-Cola Company, and Nestlé, S.A. prior to entering academe. His last position was director of manufacturing and factory manager with Nestlé Foods in Los Angeles. Previously, he was Coca-Colas Foods’ manager of contract packing in Houston and plant production superintendant in Michigan. He also served as associate director of the Industrial Development Institute at Michigan State University. He is a retired USMCR Captain.

He joined the WIU-QC faculty in 1995 teaching undergraduate and MBA courses in operations and supply chain management. His research interests include strategic sourcing, supplier development, socially responsible supply chains, supply base risk management, and commercial negotiation techniques.



**For additional information on meetings, programs,
or membership visit us online at:
<http://www.ism-ci.org>**

ISM-CI Strategic Planning Project

As part of its July agenda for the July 2009 meeting the ISM-CI Board of Directors reviewed that existing outdated affiliate plans and agreed that affiliate plans were significantly out of compliance with our affiliate agreement with ISM and of little value to our members or others. The BOD directed President Swartzendruber to select and appoint a team or teams of board members and members at large to draft a new and updated set of plans to guide the association board and its programs. The affiliate needs a three-year Strategic Plan, Business Plan, a three-year Education Plan, a Marketing Plan, and a three-year Budget Plan. The draft plans are due to the BOD in the fall of this year.

The President sent an email to the membership announcing the project and publicizing the opportunity for volunteers to work on these special planning projects. Several members to include one ISU student responded to the President expressing their willingness to serve on these teams. The Volunteers include Arlene Manbeck, Bill Hendershot, Harry Kramer, Jocelyn Stull, Pam Kvitne, Dr. Robert Kemp and Deb Swartzendruber

This special board team started its work at 5:30 – 7:30 p.m., Monday July 27 at the 3 E building, 953 73rd St., Windsor Heights, IA 50312. The second working meeting was held Tuesday evening August 11 at the 3 E building. The strategic planning team has made excellent progress and now has one member assembling a first draft of the new three-year strategic plan that includes the team's considered thoughts for the new plan. Subsequent working sessions will be scheduled to complete strategic plan for our affiliate. The rapid progress made by this team clearly shows the benefits of volunteer teams coming together to solve affiliate needs and work for the future of the organization. We appreciate the volunteers.

NEW Website Message Boards - <http://www.ism-ci.proboards.com/>

As part of the ongoing initiative to continually improve and expand the useability of ISM-CI.org, we have just launched a new message board for all of our members to sign up and use free of charge. This forum requires registration. To do so, please visit <http://www.ism-ci.proboards.com/> and fill out the "Create New Account" link. A confirmation email will be sent to you containing an authorization code. After you activate that code, you will gain full access to the ISM-CI Message Boards.

We are very excited about this new opportunity and hope that everyone signs up and joins us as we build upon this wonderful new communication tool!

Sign up today!
<http://www.ism-ci.proboards.com/>