



**MARCH 2010 ISM-CI
PROFESSIONAL EDUCATION FOR SUPPLY MANAGEMENT
Tuesday, March 9, 2010**

AGENDA:

- 5:00 p.m. Early Bird Seminar:** *"Iowa Support for International Trade Operations."*
Mr. Steve Ferguson, Director, Agribusiness Export Partnership, The Greater Des Moines Partnership
- 6:00 p.m. Affiliate Dinner Buffet and Fellowship**
- 7:30 p.m. Premier Education Seminar:**
"Doing Business in Far Away Places; China, India, Mexico, Korea, Eastern Europe and More."
Presented by our Panel of local experts who have been there and made it happen.

MEETING DETAILS:

DATE: March 9, 2010
LOCATION: Salons 2 & 3, Prairie Meadows Racetrack & Casino Meadows Events & Conference Center, Altoona, IA

DRIVING DIRECTIONS TO LOCATION:
From the East or West, Exit I-80 at exit 142, to US highway 65 South towards Altoona. Immediately move to the left lane and turn left at Adventureland Drive. Go past the Adventureland Inn to the first stop light and turn right onto the Prairie Meadows Casino property. The Conference Center is the Northern part of the Casino complex. Enter the building using the North Doors.

TO REGISTER:
Visit <http://www.ism-ci.org/events.html>
Please register by **March 5, 2010**

MEETING COSTS: **ISM-CI Members** - NO COST (included in annual dues) **Guests** - \$20 per person for all guests.

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

EARLY BIRD SEMINAR:

Iowa Support for International Trade Operations.

Mr. Steve Ferguson, Director, Agribusiness Export Partnership, The Greater Des Moines Partnership

In this role Mr. Ferguson develops and is actively involved with state and regional international trade activities directly related to Agriculture and indirectly related to most everything else. You will want to hear Mr. Ferguson talk about what Iowa and The Greater Des Moines Partnership does to support international trade. (1 CEH)

AFFILIATE DINNER BUFFET:

Global Buffet featuring hors d'oeuvres from around the world

Meet Your Friends and Enjoy the Food and Fellowship!

- Chicken Satay with Thai Peanut Sauce
- Crab Rangoon with Sweet and Sour Dipping Sauce
- Chicken, Shrimp, and Vegetable Mini Egg Rolls with Sweet and Sour dipping sauce
- Taste of the Sea sushi with snow crab and Atlantic salmon
- California Rolls with avocado, cucumber, and seasoned vegetables
- Shrimp and Guacamole Tostados
- Mini taco salads in tart shells
- Chips with Guacamole, pico de gallo and orange chipotle salsas
- Thai golden purses stuffed with shrimp and crab
- Coffee, Tea, Ice Tea and Water

Wander the Buffett Tables and Network. Exotic Drinks from the Bar down the Hall, At Your Convenience



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

PREMIER EDUCATION SEMINAR:

DOING BUSINESS IN FAR AWAY PLACES: CHINA, INDIA, MEXICO, KOREA, EASTERN EUROPE AND MORE

Presented by our Panel of local experts who have been there and made it happen.

CHAIR, ROBERT J. NELSON

Director of Procurement, Vermeer Corporation and Chair of the ISM-CI Education Team.

PANELISTS:

Rhonda Deere, CPSM, C.P.M., Supply Management Specialist for Machined and Raw castings from both domestic and global sources for the Des Moines Works unit.

Mr. Steve Ferguson, Director, Agribusiness Export Partnership, The Greater Des Moines Partnership.

Doug Klahsen, CPSM, Senior Supply Manager, Pella Corp

Mark Thompson, C.P.M., Global Commodity Leader for DuPont, is a Strategic buyer for Pioneer Hi-Bred International (a DuPont company). Mark is also a licensed customhouse broker

Our Panelists all have experience finding International suppliers and making the long flights to meet with their suppliers, work with them in their countries to create new relationships and procedures to solve supply management problems for their companies. They have negotiated and managed contracts, learned the local cultures, tried the local food, taxis and the hotels. Join us. You will want to hear this panel discussion, as they share their experiences, expectations and successes. You will learn how their experience of working with International companies has contributed to their companies.
(1 CEH)

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

Sign up today!

<http://www.ism-ci.proboards.com/>



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IOWA: EXPORTS, JOBS, AND FOREIGN INVESTMENT

JANUARY 2010

Prepared by the Office of Trade and Industry Information, International Trade Administration, U.S. Department of Commerce.

Exports Support Jobs for Iowa's Workers

Export-supported jobs linked to manufacturing account for an estimated 7.4 percent of Iowa's total private-sector employment. Nearly one-sixth (16.2 percent) of all manufacturing workers in Iowa depend on exports for their jobs. (2006 data are the latest available.)

Exports Sustain Thousands of Iowa Businesses

A total of 2,438 companies exported goods from Iowa locations in 2007. Of those, 1,987 (82 percent) were small and medium-sized enterprises, with fewer than 500 employees. Small and medium-sized firms generated more than one-quarter (26 percent) of Iowa's total exports of merchandise in 2007. Source: International Trade Administration and Bureau of the Census, Foreign Trade Division: Exporter Database.

Foreign Investment Creates Jobs in Iowa

In 2007, foreign-controlled companies employed 43,500 workers in Iowa. Major sources of Iowa's foreign investment in 2007 were the United Kingdom, the Netherlands, Germany, Japan, and Canada. Over one-half of these jobs (51 percent, or 22,100 workers) were in the manufacturing sector in 2007. Foreign-controlled companies accounted for 9.5 percent of total manufacturing employment in Iowa in 2007. Foreign investment in Iowa was responsible for 3.3 percent of the state's total private-industry employment in 2007. Note: All figures exclude employment in banks affiliated with foreign companies. Source: U.S. Department of Commerce, Bureau of Economic Analysis.

Iowa Depends on World Markets

Iowa's export shipments of merchandise in 2008 totaled \$12.1 billion. Iowa's export shipments grew 89 percent from 2004 to 2008, the thirteenth largest percentage gain among the states, and well above the national percentage growth of 58 percent over that time period.

These statistics, while showing that exports are important to Iowa, nevertheless understate the true significance of exports to Iowa's economy. This is because crop exports are frequently handled by middlemen, and such shipments often cannot be tracked back to producing states.

The state's largest export market, by far, was Canada. Iowa exported \$3.9 billion worth of merchandise to the Canadian market in 2008, nearly one-third (32 percent) of the state's export total that year. Canada was followed by Mexico (2008 exports of \$1.9 billion), Japan (\$824 million), Germany (\$573 million), and Russia (\$379 million).

Iowa's leading export category is machinery manufactures. Machinery manufactures accounted for over one-fourth (29 percent), or \$3.5 billion, of Iowa's total merchandise exports in 2008. Iowa's other top manufactured exports are processed foods (\$2.2 billion in 2008), chemical manufactures (\$1.1 billion), and transportation equipment (\$846 million). Source: Revised Origin of Movement State Export Series, Bureau of the Census, Foreign Trade Division.

Caution: The Origin of Movement series allocates exports to states based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Consequently, conclusions about "export production" in a state should not be made solely on the basis of the Origin of Movement state export figures.



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TOTAL U.S. EXPORTS ORIGINATING FROM IOWA - Top Ten Countries based on 2008 Dollar Value										
Rank	Country	2005 Value	2006 Value	2007 Value	2008 Value	2005 % Share	2006 % Share	2007 % Share	2008 % Share	% Change 2007-2008
-----	Total Iowa Exports and Share of U.S. Total	7,373	8,428	9,656	12,125	0.8	0.8	0.8	0.9	25.6
-----	Total, Top 10 Countries and Share of State Total	5660	6,571	7,472	9,217	77.0	78.0	77.0	76.0	19.0
1	Canada	2,575	3,086	3,276	3,882	34.9	36.6	33.9	32.0	18.5
2	Mexico	1,029	1,281	1,584	1,949	14.0	15.2	16.4	16.1	23.1
3	Japan	672	657	748	824	9.1	7.8	7.7	6.8	10.1
4	F. R. of Germany	316	396	452	573	4.3	4.7	4.7	4.7	26.8
5	Russia	69	123	234	379	0.9	1.5	2.4	3.1	62.3
6	China	193	244	278	370	2.6	2.9	2.9	3.0	32.8
7	Brazil	98	96	218	349	1.3	1.1	2.3	2.9	60.6
8	United Kingdom	257	245	268	333	3.5	2.89	2.8	2.7	24.1
9	France	231	243	247	317	3.1	2.9	2.6	2.6	28.2
10	Australia	218	200	199	241	3.0	2.4	2.1	2.0	21.0
Source U.S. Census Bureau, Foreign Trade Statistics, http://www.census.gov/foreign/statistics/state/data/ia.html										

**“Catch on and dig in; make an investment in professional development for your future.
You will be richer for it.”**