



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

**THE ANNUAL ISM-CI SOCIAL MIXER
FOR SUPPLY MANAGEMENT PROFESSIONALS**

JUNE 14, 2011

MEETING LOCATION:

**Prairie Meadows
Casino Upstairs**

Prairie Rose Room

Prairie Meadows Drive

Altoona, IA 50009-2115

(Use Main Entrance and Escalators)



- 5:00 to 6:00 pm** **Early Bird Seminar:** Meet and greet the ISM-CI professional members and their guests for networking and fellowship. Watch the races and enjoy the view of the Prairie Meadows Race Track and the horses from the air conditioned sky high rooms.
- 6:00 to 6:15 pm** **Introduction of members and guests.** Brief Business meeting to recognize guests and new members. Brief review of summer activities and the September and October day-long seminars and meetings.
- 6:15 to 8:00 pm** **Dinner and personal interactions with other members and guests.**

THE MENU

Make Your Choice at Registration!

**Grilled New York Strip Steak, 14-Ounce
Cut served with caramelized shallot jus**

OR

**Grilled City Cut Pork Chop
12 Ounce Cut**



Served with: *Mixed Greens with Creamy Parmesan Dressing, Herbed Roasted Baby Red Potatoes, Chef's Choice of Seasonal Vegetable, Hot Rolls and Butter, Coffee, Tea and Water*

REGISTER

Register with Jane Burger by email at Napmcijane@aol.com
Space is limited to 85 members and guests, Register early.

Our Guest count for these special meals must be finalized late on **Wednesday June 8, 2011**

Members at Annual Dues Rates:

Guests of Members \$30.00, Non-members and Guests \$35.00 at Registration

Races Start at 3:30 and end at 6:30 PM with a race every 20 Minutes

Cash Bar open from 5:30 to 7:30 PM, ISM-CI reserves the right to change or cancel the meeting and is only responsible to return the registration fees collected.



FUTURE ISM-CI PROGRAMS

ISM-CI has special programs scheduled for the months of September and October. Each of these programs is highlighted here for your information.

Sep 13, 2011

8:00 am – 5:00 pm

FINANCIAL MANAGEMENT FOR SUPPLY MANAGERS

Mary Lue Harding, C.P.M., Harding & Associates

This one-day seminar addresses key financial issues every supply manager should know. In order not only to get the best business arrangements with suppliers but also to sell the value of our contributions to our own management, understanding the language of finance and the rules of the game are essential.

Although most of the day will be spent discussing the issues, some number-crunching will be involved, so bring a calculator.

Speaker Bio:

Mary Lu Harding is a principal of Harding & Associates, and specializes in consulting and education for cost and materials management.

She co-authored the textbook Purchasing (1st & 2nd Eds) published by Barron's Press. She is a contributing author to the C.P.M. Study Guide, 6th & 7th Eds, the Purchasing Handbook, 6th ed, and the Supply Management Handbook, 7th ed, an editor of the ISM Glossary, 4th ed., as well as a contributor to InfoEdge and Inside Supply Management magazines. She also authored a video film on systems contracting and serves as a subject matter expert and writer / reviewer of questions for the C.P.M. and CPSM certification exams. Mary Lu holds a BA in Chemistry from the University of St. Thomas and an MA in Biochemistry from the University of Texas.

Her supply management career included work as Procurement Manager for Picker Medical (Division of RCA) and Digital Equipment Corp. She has been a lecturer and seminar presenter for the University of Wisconsin, Beijing Materials College, the University of Singapore, APICS and ISM.

She worked with enterprises, small and large, as a consultant and educator during their efforts to implement cost savings and business improvement initiatives such as Lean, TQM, enterprise software implementations, and cost management.

Sep 13, 2011; 5:00 pm – 6:00 pm

Early Bird Seminar

To be announced

Sep 13, 2011; 7:00 pm – 8:00 pm

Premier Seminar

Reading and Using Financial Statements in the Supply Management Process.

Mary Lue Harding, C.P.M., Harding & Associates



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October 11, 2011, 8:00 am - 5:00 pm

EFFECTIVE MANAGEMENT OF INDIRECT SPEND

**William D. Agee, Jr., C.P.M., A.P.P., CEM,
CMN, CPP, CPE, CVS, CPIM, CPCM, SSBB**

This one-day session provides a thorough discussion of what makes managing the indirect spend so critical and why to include the percentage of total dollar spend for indirect categories and what the categories are to include the strategic sourcing processes for the indirect and service spend. Our discussions and analyses of the indirect spend will include developing and assessing critical supplier selection criteria, employing successful tools to manage the indirect acquisitions process, creating and managing contracts for the indirect spend, understanding the technological enablers for lower cost and efficiency and analyzing the options to outsourcing the indirect spend.

Speaker Bio:

Mr. Agee has been in purchasing for nearly thirty-years spanning a very broad and diverse career. Initially, Bill began purchasing in the retail operations, wholesale/distribution field, moved over to a regulated purchasing environment with a branch of the federal government, took a manufacturing position over both purchasing and manufacturing management, followed by experience in a service acquisitions organization. Mr. Agee has worked with business and government organizations to develop distribution operations, setup hub-and-spoke warehouse and inventory programs. His major areas of expertise are negotiations, construction management, warehouse, distribution, cost and price analysis, contract management, government audits and global business development.

Mr. Agee works with procurement and supply chain professionals both in the United States and abroad delivering both purchasing education and consultation to facilitate the value driven goals of strategic focus toward the professional. He has written or presented over 203 educational programs in the field of purchasing, negotiations, supply management and other aligned fields for use by the profession. The newest section added to his web site for supply managers cover the complicated and costly area of construction acquisitions and contracting.

Mr. Agee is currently reviewing drafts for a new book on supply chain activities incorporating benchmark standards to drive optimal efficiency and productivity for the profession. While working on the drafts Mr. Agee wrote five modules of the new CPSM Study Guide for ISM. In addition, Mr. Agee won the coveted Howard W. Cosgrove Award for Outstanding Contribution to the Purchasing Professional from District II of the Institute for Supply Management. All sessions provided are qualified for C.P.M points from the Institute for Supply Management.

Oct 11, 2011; 5:00 pm – 6:00 pm

Early Bird Seminar

Panel Discussion - *Gaining Senior Leadership Involvement in Supply Management* (1 CEH)

Oct 11, 2011; 7:00 pm – 8:00 pm

Effective Management of Indirect Spend. Bill Agee, C.P.M., WDA & Associates (1 CEH)



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October 13, 2011

8:45 am – 1:30 pm

ISM SATELLITE SEMINAR

Manage...Lead...Transform:

What You Need to Know to be Effective

This program will focus on the concepts of management, leadership and transformation. You will learn how they relate to supply management and how to apply the concepts to your work life and career. This will be an in depth review and presentation by major professional supply management practitioners with hands-on experience and practical examples to support the presentation.

The speakers will be named and the topic outline completed soon. More information will be forthcoming this summer



**ISM-CENTRAL IOWA
PROFESSIONAL EDUCATION PROGRAMS
FOR SUPPLY MANAGEMENT**

ISM-CI PROFESSIONAL EDUCATION CPSM REVIEW PROGRAM

January - December 2011

Challenge yourself and make the move to gain supply management’s most prestigious designation. ISM launched the Certified Professional in Supply Management™ (CPSM™) program in May 2008. The CPSM™ is the credential that surpasses the demands of the international marketplace with multi-faceted skills in areas such as finance, supplier relationship management, organizational global strategy and risk compliance. If you are eligible, you should grab this opportunity this year to become a professional leader.

DATE	TOPIC	LEADER	PLACE	TIME	CEH
Jan 20-21,	CPSM Bridge Exam Review,	Dr. Kemp, CPSM	3 E Bldg	2 Days	14 CEH
Feb 3-4,	CPSM Exam 1 Review,	Dr. Kemp, CPSM	3 E Bldg	2 Days	14 CEH
Mar 24-25	CPSM Exam 2 Review,	Dr. Kemp, CPSM	3-E Bldg	2 Days	14 CEH
Apr 28-29,	CPSM Exam 3 Review,	Dr. Kemp, CPSM	3-E Bldg	2 Days	14 CEH
Sep 15-16,	CPSM Bridge Exam Review,	Dr. Kemp, CPSM	3 E Bldg	2 Days	14 CEH
Sep 29-30,	CPSM Exam 1 Review,	Dr. Kemp, CPSM	3 E Bldg	2 Days	14 CEH
Oct 27-28,	CPSM Exam 2 Review,	Dr. Kemp, CPSM	3-E Bldg	2 Days	14 CEH
Nov 17-18,	CPSM Exam 3 Review,	Dr. Kemp, CPSM	3-E Bldg	2 Days	14 CEH

To Register for the CPSM Reviews Contact Jane Burger at Napmcijane@aol.com

ISM-CI Members \$125.00 per review or package of three reviews in 2011 for \$300.00

Non ISM-CI members \$175.00 per review or package of three reviews in 2011 for \$450.00

Program fees include registration, materials, refreshments and meals.

ISM-CI may cancel; change a program or the program prices as needed by the situation

Pre-Register early to ensure a program seat!



**ISM-CENTRAL IOWA
PROFESSIONAL EDUCATION PROGRAMS
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ISM-CI PROFESSIONAL EDUCATION SEMINAR PROGRAM

January - December 2011

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Jan 20-21,	CPSM Bridge Exam Review,	Dr. Kemp	3 E Bldg	2 Days	14 CEH
Feb 3-4,	CPSM Exam 1 Review,	Dr. Kemp	3 E Bldg	2 Days	14 CEH
Feb 10,	ISM Satellite Seminar, Risk Management,	Dr. Kemp	DMACC	1/2 Day	4 CEH
Mar 8,	Advanced Contract Writing,	Ernie Gabbard JD	PM CC	1 Day	7 CEH
Mar 24-25.	CPSM Exam 2 Review,	Dr. Kemp	3-E Bldg	2 Days	14 CEH
Apr 28	ISM Satellite Sem, Legal and Contracting,	Dr. Kemp	DMACC	½ Day	4 CEH,
Apr 28-29,	CPSM Exam 3 Review,	Dr. Kemp	3-E Bldg	2 Days	14 CEH
May 10,	Advanced Negotiations,	Robi Bendorf, CPSM, C.P.M.	PM CC	1 Day	7 CEH
Sep 13,	Financial Management,	Mary Lue Harding, C.P.M.	PM PRAV	1 Day	7 CEH
Sep 15-16,	CPSM Bridge Exam Review,	Dr. Kemp	3 E Bldg	2 Days	14 CEH
Sep 29-30,	CPSM Exam 1 Review,	Dr. Kemp	3 E Bldg	2 Days	14 CEH
Oct 11,	Management of Indirect Spend,	William Agee	PM CC	1 Day	7 CEH
Oct 13,	ISM Sat Sem, Leadership for Success	Dr. Kemp	DMACC	½ Day	4 CEH
Oct 27-28,	CPSM Exam 2 Review,	Dr. Kemp	3-E Bldg	2 Days	14 CEH
Nov 17-18,	CPSM Exam 3 Review,	Dr. Kemp	3-E Bldg	2 Days	14 CEH

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Pre-Register Early for Discounts