



institute for
supply management
ISM – Central Iowa, Inc.

APRIL 2009 ISM-CI PROFESSIONAL EDUCATION FOR SUPPLY MANAGEMENT Tuesday, April 14, 2009

AGENDA:

- 5:00 p.m.** Early Bird Seminar “ISM Puts the Law on Your Side; Keeping the Process Legal, (Contract Building Blocks)
Todd Shafer, C.P.M.,
- 6:00 p.m.** Affiliate Dinner and Fellowship
- 7:00 p.m.** Premier Education Seminar
“Best Practices in Supply Management”
Susan K. Modeland, CPSM, C.P.M., CPIM
Goodrich

MEETING DETAILS:

DATE: April 14, 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 **April 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:

Plated Pork Entree: Baked Porkloin with Peppercorn
Cream Sauce, Tossed Garden Salad with Creamy
Parmesan Dressing, Mashed Potatoes, Chef’s Seasonal
Vegetable, Assorted Rolls with Honey Butter, Regular &
Decafe Coffee, Ice Tea & Water

EARLY BIRD SEMINAR:

**“ISM Puts the Law on Your Side; Keeping the
Process Legal, (Contract Building Blocks)”**
Todd Shafer, C.P.M., AVP of Sourcing and Supplier
Management, Wells Fargo Home Equity, West Des
Moines, IA

This presentation will highlight the UCC (Uniform
Commercial Code) and its nuances as a backdrop to an
important introduction and discussion of contract law and
supply management processes. To help us improve
professionalism and avoid problems with our contracts,
Mr. Shafer will also emphasize what he calls the Top 25
Check-list for contracts. He will re-enforce the Checklist
with a discussion of what he calls the “Contract Pitfalls”
to avoid in your operations and processes. The program
includes time for questions and discussion along with
working answers. You will want to hear this practical and
hands-on approach to the Law and Supply Management.

PREMIER EDUCATION SEMINAR:

“Best Practices in Supply Management”
Susan K. Modeland, CPSM, C.P.M., CPIM Goodrich

You will want to attend this timely and important
program. It extends our March Premier Seminar by pro-
viding detailed cutting edge hands-on information and
learning concerning our supply management
responsibilities to significantly improve supplier
performance and avoid surprises from our supply Chain.
Ms. Modeland will identify and discuss current Best
Practices in supply management from Watch Lists to Lean
Assessments along with even more important cutting
edge Best Practices with potentially great payback such as
CA and CI Roadmaps. She will add important new TLAs to
your list. She will even include one of her favorite BPs—
DGA. Her information and data will cut across all indus-
tries and organizational sizes. Bring your supply
management team and make your reservation early.
(1 CEH)

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



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ABOUT THE SPEAKERS:

EARLY BIRD SEMINAR:

"ISM Puts the Law on Your Side Keeping the Process Legal, (Contract Building Blocks)"

Todd Shafer, C.P.M.

Todd Shafer, C.P.M., is currently working with Wells Fargo Home Equity, as the AVP of Sourcing and Supplier Management. Todd was the ISM-CI President since 2007, and completed his second term at the end of 2008. He has earned his Lifetime C.P.M. and holds a B.S. in Business from Upper Iowa University and his MBA from Mid America Nazarene University. Todd also teaches Purchasing and Supply Chain Management at AIB College of Business in Des Moines. He has made several presentations in Supply Management to students in ISU Courses in Supply Management.

PREMIER EDUCATION SEMINAR:

"Best Practices in Supply Management"

Susan K. Modeland, CPSM, C.P.M., CPIM

Susan K. Modeland, CPSM, C.P.M., CPIM is currently a Project Manager for Goodrich Enterprise Supply Chain. She leads the corporate team for the REACH project for full supplier/internal disclosure of hazardous substances for all Goodrich SBUs. She also leads the Goodrich Effort to implement defined best practices at all SBUs and facilitate development of additional tools and processes. Prior to this new assignment in January 2009, she was Supply Chain Manager at Goodrich Engine Components (EC), West Des Moines, Iowa. Modeland has been involved as a manager in production and supply management in Iowa for more than 25 years with progressively more important assignments in supply management. She strongly supports professional training in organizations and has completed these courses

Lean Practitioner Certified, PMBOK Project Management training, ERP systems (JDE), SPC, Blueprint Reading, and Negotiation seminars. She made presentations at the ISM International Education Conferences in 2007 and 2008. Ms. Modeland holds undergraduate degrees from Waldorf College (92) and Buena Vista College (96). She is currently enrolled at Strayer University for an Online MBA program in Supply Management.

UPCOMING EVENTS:

Mark your calendars for these special educational events at Prairie Meadows Conference Center and see your published schedule for more information.

Professional Education Seminars, Tuesday May 12, 2009

Early Bird Seminar:

"Bringing 2009 ISM International Conference to Iowa"

Deb Swartzendruber, CPSM, C.P.M., CPIM EFCO

A panel of ISM-CI members who attended the 2009 ISM International Education Conference in Charlotte, NC will discuss the highlights of the ISM Conference from their eyes and experiences. These reports will include the programs attended by our members, the learning highlights, what we can expect in the future and a summation of the major presentations highlighting the current economic situation. (1 CEH)

Premier Seminar:

"Metrics Selection, Utilization and Benefits"

Mr. Kent Miller, Director of Tractors and Implements, AG Division, Deere & Company, Waterloo, IA.

Our Premier Seminar speaker will be Mr. Kent Miller, Director of Tractors and Implements, AG Division, Deere & Company, Waterloo, IA. Mr. Miller will discuss how we should identify and select the most appropriate metrics for our operations. His discussion will include process utilization as well as the short and long-term benefits we should expect from our supply operations. (1 CEH)



PREPARING TO NEGOTIATE ON-SHORE AND OFFSHORE

ISM-CI SATELLITE SEMINAR • April 23, 2009: 8:45 – 1:30 PM

The Program: Preparation and planning are the foundation of effective and successful negotiation. These core elements are even more critical if your organization does business in the global supply market. Whether you are sourcing offshore or domestically, challenges such as commodity shortages, increased pressure to cut costs, cultural diversity or language barriers, and sustainability initiatives are adding to the complexity in negotiations.

Main Presenter: Tom Beaty, President and CEO, Insight Sourcing Group

The Panelists are:

- Eileen Byrne-Halczyn, Ph.D., A.P.P., CPCM, global contracts /global category manager, IBM
- Christina Erwin, lead strategic sourcing manager, Textron Inc.
- Gurpreet Singh, CPSM, C.P.M., ASQ-CSSBB, principal, Strategic Supply Chain & Six Sigma Consulting

You will want to hear these experienced negotiators discuss best practices for achieving negotiation success. They are all Supply Managers with significant global supply experience. This seminar will provide insights on how to prepare for a negotiation, including determining requirements and negotiation style, using facts and data to formulate a negotiations plan, understanding cultural factors, and utilizing various negotiation strategies and tactics in the negotiation process.

Participants will receive four (4) CEHs for this Satellite seminar program.

Location:

Walnut Room of the DMACC Conference Center, Main Campus in Ankeny

Registration:

Send this registration form to Jane Burger at Napmcijane@aol.com by COB April 20, 2009

Full Name: _____ **C.P.M.** _____, **CPSM** _____

Company Name: _____

Your address: _____

ISM-CI Member: Yes: _____ No: _____

I will attend the Satellite seminar on April 23, 2009 at DMACC: Yes: _____ No: _____

Registration Fees: ISM Members: \$75.00. Non-ISM Members: \$100.00 per session.
Registration fees include lunch, breaks and program materials and rent for the DMACC Equipment.

Send your registration form to Jane Burger at Napmcijane@aol.com or call 515-276-1254



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

FOR IMMEDIATE RELEASE:

Once Upon a Time, Yet Not So Long Ago!

A. A. Writer

Long, long ago a young person just out of college entered the field of purchasing as a new buyer in a large and quite successful company. Indeed, the company was widely recognized for its products and leadership in the industry. Our buyer made progress in the job and as the years passed, our professional was recognized with advancement, more responsibilities and even wider interests in the company.

As the years morphed into decades our buyer began to think of retirement and the quiet years ahead. Even as our buyer was looking ahead to retirement, the dark clouds of uncertainty, increased competition, threats from technology and economic uncertainty began to impact the company. As often happens, management reacted by cutting or consolidating product lines and initiated reductions in the work force and staff. Our buyer, even with all those years of experience and loyalty to the company, was let go.

Although our buyer had attended many professional programs and had many personal achievements over the years, the buyer didn't have a coherent long-term professional education program in purchasing nor involvement with the professional organizations in the field. These facts made it very difficult to prepare a sound resume to support the search for a new position.

Even though the world can be a dark and foreboding place for a displaced buyer looking for work, great things can happen quickly. As part of the job search our buyer met a supply manager who mentioned ISM and asked about membership. Our buyer had no knowledge of ISM. Likewise our buyer couldn't recall anyone in the company ever mentioning the organization or what it does. When advised that members of the organization had been members of ISM during the buyer's tenure there, the buyer was unaware of the memberships. Similarly, no one had ever extended an invitation to our buyer to attend an ISM meeting or event.

The supply manager told our buyer about the local Affiliate of ISM and extended an invitation to the next Affiliate meeting. At that meeting our buyer discovered what was missing from the long career—professional development programs, networking opportunities, professional friendships and professional growth. Now our buyer is a member of that ISM Affiliate. More importantly, the buyer is an active networker, has new and helpful friends, is enrolled in the CPSM Review and Examination program and has volunteered to serve on a major Affiliate committee.

Our buyer discovered the ISM Personal Professional Development Program and has written a personal development plan and scorecard, which will be kept up to date in the future. The buyer supports the advice to keep your professional growth plan separate from any company growth plans and to use it to document all personal and professional accomplishments. Our buyer knows first hand that if you don't take time to create the plan, you will not have the facts.

This fairy tale, like many fairy tales, mirrors a sad event from life with a happy ending. With that fact in mind, we professionals should ask ourselves several questions? Why didn't this buyer know about NAPM and ISM? Why wasn't this buyer ever invited to membership? How did the Affiliate miss reaching out to the buyer? The Affiliate could change that by inviting all supply management professionals to visit their ISM meetings to learn what the professional organization does and how to become members. More professionals could all live happily ever after.

It Just Takes a Few Minutes to Ask!