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<http://www.ism-ci.org>

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JANUARY 2008 ISM-CI/APICS JOINT DINNER MEETING Tuesday, January 8, 2008

AGENDA:

- 5:00 p.m. Pre-Meeting (Polk Room)
- 6:00 p.m. Dinner (Salon Room)
- 6:45 p.m. ISM-CI Topics/Updates
- 7:00 p.m. Dinner Meeting Topic – Gale Mote

OUR PRE-MEETING TOPIC:

Professional Certification, Credentials and Development in Supply Management – A Panel Discussion Led By:

Dean Ward, C.P.M Retired

Former Purchasing Manager, The Maytag Company
Former President, NAPM-CI, 1980-1981

Rhonda Deer, C.P.M., CBM

Supplier Management Specialist
Deere & Co, Des Moines Works

Robert A. Kemp, Ph.D., C.P.M.

Professor Emeritus, Drake University and
Lecturer in Supply Chain Management, Iowa State University

This lively panel discussion will concentrate on five broad concepts:

- The history of professional certification in our profession
- Why certification of all kinds is so terribly important now and into the future
- The future of professional recognition to include the CPSM
- The CPSM examination process
- Program transition schedules

OUR DINNER MEETING TOPIC:

Running on Empty? Here's Some Fuel for Thought

Now that the stress of the holiday season is behind us (except for the credit card bills) it is time to refuel our tanks with proactive, practical tips to get the most from our days and still have energy left over to be there for the people in our lives. This entertaining and enlightening presentation will help you respond to stressful situations in a healthy way, eliminate daily time wasters, and demonstrate how to stop negativity from robbing you and others of precious energy. This presentation is high octane! Don't miss it!

ABOUT OUR DINNER MEETING SPEAKER:



When people come to Gale Mote's presentations and workshops, they usually leave with one key question, "Where does she get that energy?" For over 17 years, Gale has been designing and delivering motivational workshops and training classes for all types of industries and organizations. She is a frequent motivational keynote presenter for conferences. Her firm, Gale

Mote Associates, specializes in building high performance work cultures and organizational development consulting. Her sessions are creative, energizing, participant-centered and get results! Prior to starting her own company in 1990, Gale worked for various manufacturing enterprises including Square D Corporation, Quaker Oats, and Intermec-Norand.

JANUARY 2008 MEETING INFORMATION

DATE: Tuesday, January 8, 2008

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 **January 3, 2008**.

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.

UPCOMING EVENTS – Mark your calendars for these special events

Tuesday, February 12, 2008 – Dinner Meeting w/APICS
Student Night with ISU Students - Simulation Game
Danny Johnson & Students

Thursday, February 7, 2008 – Satellite Seminar
(9:00 - 1:30 PM including the short lunch break)
Market Intelligence for Supply Professionals

What is market intelligence? How can it be used in strategic sourcing? What should you consider when building a market intelligence program? Many companies are finding that information is a critical component of the sourcing process. How much they know about their suppliers and the market helps not only in negotiating, but also in controlling costs and determining project success. This program will look at where and how to obtain information and how to use it to achieve success.

Tuesday, March 11, 2008 – Dinner Meeting w/APICS
Anthony Nieves - Sr. Vice President, Supply Management, Hilton Hotels Corp.

Thursday, April 17, 2008 – Satellite Seminar
(9:00 - 1:30 PM including the short lunch break)
Supply Management's Role in Sustainability

The topic of "sustainability" has leapt into corporate boardrooms, raising questions of the company's social responsibility and environmental practice, policies, and decision-making. Questions find their way to supply management and challenge us to explore how our suppliers are dealing with sustainability. The program looks at sustainability elements in contract language, supplier audits, regulations, reporting requirements, and compliance. It will also cover how to keep upper management informed on sustainability - and the supply manager's role in addressing these issues.

ISM-CI Introduces its Newly Elected Officers

Todd Shafer – President
Andy Nichol – Vice President

Dattaprasad Kamat – Treasurer
Annie Hay – Secretary



ISM-CI SATELLITE SEMINAR PROGRAM, 2008

Announcement and Registration Form

Thursday, Feb. 7, 2008 | 9:00 AM -1:30 PM

DMACC Conference Center, Building 7, Walnut Room (Main Campus in Ankeny)

Market Intelligence for Supply Professionals Thursday, February 7, 2008: 9:00 – 1:30 PM

What is market intelligence? How can it be used in strategic sourcing? What should you consider when building a market intelligence program? Many companies are finding that information is a critical component of the sourcing process. How much they know about their suppliers and the market helps not only in negotiating but also in controlling costs and determining project success. This program will look at where and how to obtain information and how to use it to achieve success.

Panel Chair:

Rob Handfield, Ph.D. is the Bank of America University Distinguished Professor of Supply Chain Management at North Carolina State University, and Director of the Supply Chain Resource Cooperative (SCRC) (<http://scrc.ncsu.edu>). Rob is the Editor-Emeritus of the *Journal of Operations Management*, one of the leading supply chain management journals in the field, and is the author of several books on supply chain management, the most recent being *Supply Market Intelligence*, *Supply Chain Re-Design* and *Introduction to Supply Chain Management* (Prentice Hall, 1999, translated into Chinese, Japanese, and Korean). He has co-authored textbooks for MBA and undergraduate classes including Purchasing and Supply Chain Management and Operations and Supply Chain Management. Rob is a leading speaker at executive forums, and has consulted with over 25 Fortune 500 companies. He has published more than 100 articles in top management journals including *California Management Review*, *Sloan Management Review*, *IEEE Transactions on Engineering Management*, *Journal of Product Innovation Management*, *Journal of Operations Management* and *Decision Sciences*.

Panelists:

Vel Dhinagaravel is Founder-CEO of Beroe Inc, a leading provider of customized Market Intelligence services. Vel has experience working on over 50 Market Intelligence projects for large multinational clients. His areas of expertise are in Procurement Management, Market Intelligence and integration of Market Intelligence with Strategic Sourcing. Vel is a regular speaker at ISM and MAPI Procurement conferences on the subject of Market Intelligence.

Judah P. Seidman, C.P.M. is currently the supply management market data lead at Credit Suisse Securities in New York, where he is responsible for all aspects of market data commercial sourcing including gathering technical and business requirements, global coordination on standards and benchmarks, contract compliance, renewals, expense reduction initiatives, master contracts negotiations, and exchange compliance. He works closely with the front office, operations, and legal groups to provide insight and research on market data and to aid in the operation, maintenance and development market data systems and services.

Terry Suelman is vice president, supply chain management for Temple-Inland headquartered in Austin, TX. His responsibility includes strategic sourcing, transportation management, and supply chain finance and administration. A member of Temple-Inland's Management Committee, Terry joined the company in 2004 to develop their supply chain operation following the consolidation of corporate functions. Terry formerly held the position of vice president - corporate supply management for Sonoco Products, a global packaging company, where he was responsible for strategic sourcing, logistics, corporate real estate, and corporate aviation. Terry began his business career with Honeywell International, where he held leadership positions in information systems, manufacturing, marketing, supply management and supply chain management.

Locations:

DMACC Conference Center, Building 7, The Walnut Room.
Coffee will be ready at 8:30 AM

Registration:

Complete this registration form and forward it to Jane Burger at Napmcijane@aol.com. This is a form-fillable PDF

FULL NAME: _____

C.P.M. Yes No

COMPANY NAME: _____

ADDRESS: _____

I will attend the seminars October 11, 2007 February 7, 2008 April 17, 2008

I will attend at DMACC

ISM-CI Member: Yes No

Registration Fees:

ISM Members: \$50.00 per session or \$80.00 for all two remaining seminars paid in advance.

Non-ISM Members: \$75.00 per session or \$80.00 for all two remaining sessions if paid membership fee and application accompanies the registration form.

(Registration fees include lunch, breaks, and program materials.)

Send your registration form to Jane Burger at Napmcijane@aol.com by February 1, 2008

Please address program questions to Dr. Kemp at 515-221-2503 or kempr@mchsi.com