



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

For additional information on meetings, programs, or membership visit us online at:

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

NOVEMBER 2008 ISM-CI PROFESSIONAL EDUCATION FOR SUPPLY MANAGEMENT Tuesday, November 11, 2008

AGENDA:

5:00 p.m.	Early Bird Seminar "Building Supplier Partnerships & Alliances" presented by a Panel of CPSMs from ISM-CI
6:00 p.m.	Association Dinner and Fellowship
7:00 p.m.	Premier Education Seminar "Resisting Price Increases" Bill Michels

EARLY BIRD SEMINAR:

Building Supplier Partners and Alliances

A professional panel of four local supply management leaders concerning the theory and practice of building supplier relationships and recognition with certified suppliers, partnerships and alliances. The discussions will include requisite steps, expected benefits, obstacles and problems. The panel members are all members of ISM-CI and all hold the CPSM, ISM's top certification. The panel includes Rhonda Deer, CPSM, C.P.M., Deere & Company, Deb Swartzendruber, CPSM, C.P.M. and CPIM, EFCO, Kelly Green, CPSM, Prairie Meadows, and Dr. Kemp, CPSM, C.P.M. Dr. Kemp will introduce the program and moderate the program. 1CEH

PREMIER EDUCATION SEMINAR:

"Resisting Price Increases"

About the Speaker:

WILLIAM L. MICHELS, C.P.M.

Bill Michels is Chief Executive Officer of ADR North America LLC, a specialty consulting firm that focuses on purchasing. Mr. Michels is also a partner of ADR Limited.

Mr. Michels has a distinguished career in senior management with SCM Corporation, Smith Corona Typewriters, Durkee Famous Foods, Boise Cascade, Campbell Soup Company and Vlastic Foods.

Mr. Michels has consulted with global multi-national companies in regulated and non-regulated industries across a wide spectrum of business sectors and countries. His ability to deliver change process has led clients to increased profitability, enhanced staff competence and sustainable cost improvements beyond the departure of the consultants.

Strategic purchasing, cost and change management are Mr. Michels' major focus, and he has also developed new methodologies and theories, practices and tools for the transformation of the supply chain, thus releasing incremental profitability and value to business. He is considered an expert in developing solutions working with volatile commodities.

Mr. Michels has led ADR North America through seventeen consecutive years of growth to become a leading niche specialty consulting firm in North America. The company has received a number of awards in that time; including being named one of the top 100 Supply Chain Innovators by *Supply and Demand Chain Executive Magazine*.

NOVEMBER 2008 MEETING INFORMATION

DATE: NOVEMBER 11, 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 **November 4, 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

Premier Education Seminar - Tuesday November 11, 2008

Prairie Meadows - WILLIAM L. MICHELS, C.P.M. Bill Michels is Chief Executive Officer of ADR North America LLC, a specialty consulting firm that focuses on purchasing. Mr. Michels is also a partner of ADR Limited. 1 CEH

Premier Education Seminar - Tuesday December 9, 2008

Prairie Meadows - Elections. The Supply Chain Profession in 15 years. 1 CEH

Well known in the purchasing and operations management community, Mr. Michels is a sought-after speaker and writer with many publications, including co-authorship of the book *Transform Your Supply Chain*. He was honored for the 4th time in the *Supply & Demand Chain Executive's* group of "Pros to Know" in 2007.

Mr. Michels earned a BS in Business Administration with honors from Rochester Institute of Technology and an MBA from Baldwin Wallace College. He holds a lifetime C.P.M. from the Institute for Supply Management.

NOVEMBER DINNER MENU

Prairie Meadows Racetrack & Casino The Player's Buffet

Featuring entrees of:

- Mediterranean Chicken
- Vegetable Lasagna.

- Chef's choice of potato and vegetable.
- Garden salad
- Assorted cakes & cookies.