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

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## FEBRUARY 2008 ISM-CI/APICS JOINT DINNER MEETING Tuesday, February 12, 2008

### AGENDA:

- 5:30 p.m. Registration
- 6:00 p.m. Dinner
- 6:45 p.m. ISM-CI Topics/Updates
- 7:00 p.m. Simulation Game

### OUR DINNER MEETING PROGRAM:

*Student Night with Iowa State University – E-Ops Simulation Game*

Part of our February dinner meeting will be held in a computer lab at Iowa State University. We will be playing a supply chain simulation game. This game is typically run with one person per computer, so our capacity is tied to the number of computers available in the lab. If you can bring your own wireless laptop or you are willing to share a computer with someone this will increase our capacity.

If you are definitely planning to attend the meeting, please register at <http://www.ism-ci.org/meetings.html>. In your reply, please note if you are willing to share a computer or can bring a wireless laptop.

The game is very fun and offers you the chance to be supreme master of your supply chain.

### ABOUT THE E-OPS SIMULATION GAME:

E-Ops is your chance to be master of a supply chain. Perhaps you have had problems getting your supply chain to work properly. Or perhaps you have some ideas that you believe would improve your firm's already stellar performance. Or maybe you just want to see what it would be like if you were in charge of the whole supply chain.

During this game, you will be responsible for purchasing material, scheduling production, and selling the product. This is your chance to take command of the entire supply chain and run things as you see fit! How will you do? This is a great opportunity to get the "big picture" view of running a supply chain and find out how critical coordination really is.

The meeting will be held at the Gerdin Business Building on the campus of Iowa State University.

### FEBRUARY 2008 MEETING INFORMATION

**DATE:** Tuesday, February 12, 2008

**LOCATION:** Gerdin Business Building  
Iowa State University Campus – Ames, IA

#### DRIVING DIRECTIONS TO LOCATION:

Iowa State University is located in Ames, Iowa. I-35 runs North and South, just East of Ames, and U.S. Highway 30 runs East and West, just South of campus.

**TO REGISTER:** Visit <http://www.ism-ci.org/meetings.html>

Please register by **February 7, 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

**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 Nievis - Sr. Vice President, Supply Management, Hilton Hotels Corp.**

**Wednesday, April 9, 2008 – Vermeer Plant Tour**

**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 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](mailto: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](mailto:Napmcijane@aol.com)**  
 Please address program questions to Dr. Kemp at 515-221-2503 or [kempr@mchsi.com](mailto:kempr@mchsi.com)