



**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>

## JUNE 2008 ISM-CI PREMIER EDUCATION SEMINAR

**Tuesday, June 10, 2008**

### AGENDA:

<b>5:00 p.m.</b>	<b>Early Bird Seminar "Good SRM: Are You Building or Wrecking Your Supply Chain?"</b>
<b>6:00 p.m.</b>	<b>Dinner</b>
<b>7:00 p.m.</b>	<b>Contract Negotiations</b>

### EARLY BIRD SEMINAR:

***Good SRM: Are You Building or Wrecking Your Supply Chain?***

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

Should we have a healthy relationship with our suppliers? Indeed, what is a healthy supplier relationship? How do we start and nurture the SRM process? What are the steps to better supplier Relationships? Join the ISM-CI Early Bird Seminar at 5:00 – 6:00 PM June 10, 2008 for a lively case discussion of these questions and get the answers to improve your supplier operations. Earn one CEH for the Early Bird Seminar.

### PREMIER EDUCATION SEMINAR:

#### **Contract Negotiations**

Negotiating is a critical skill for the supply management professional. But what are negotiations really? How can you improve your skills? Tom Patton, a veteran of large sourcing agreements, will share his insights into planning and executing a successful negotiation. His "Top Ten" list of negotiating mistakes will entertain and inform.

### About the Speaker:

#### **TOM E. PATTON**

**Manager, Supply Chain Management, Sprint Nextel Corporation**, is responsible for the sourcing, negotiating and managing of CDMA infrastructure equipment procurement agreements. Key vendors include Alcatel-Lucent, Motorola, Nortel and Samsung. In addition, over the past 7 years Patton has acquired significant sourcing experience within Sprint and successfully negotiated procurement agreements with various optical transmission firms including Alcatel-Lucent, Ciena, Cisco, Corning, NEC, Sycamore Networks and Tellabs. Patton was awarded the Certified Purchasing Manager by the Institute of Supply Management in 2005.

Prior to joining SCM, Patton served as a Senior Network Standards Engineer in Sprint's Long Distance Division where responsibilities included DWDM deployment and optical network architectures. Including nearly 10-years with Sprint, he has over 26 years of engineering, management and technical sales experience in the areas of fiber optics manufacturing, medical electronics and data transmission systems. During this tenure, he has spoken and presented at numerous technology forums on the topics of data systems, fiber-optic deployment issues and optical networking strategies. Academic achievements include a B.E.S. in Management and Mathematics from St. Cloud State University and a Masters of Engineering degree majoring in Industrial Engineering from Iowa State University.

Personal interests include girls' fast pitch softball where he serves as Vice President of the Olathe Girls Softball Association, woodworking, hunting, classical music and spending time with his wife and three daughters.

### JUNE 2008 MEETING INFORMATION

**DATE:** June 10, 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 **June 6, 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**

#### **CPSM Review Session for CPSM Exam 1 - June 27, 2008 (at 3E)**

Hosted by the Institute of Supply Management-Central Iowa.  
Robert A. Kemp, Ph.D., CPSM, C.P.M.

#### **CPSM Review Session for CPSM Exam 2 - Friday September 26, 2008**

Prairie Meadows - Robert A. Kemp, Ph.D., CPSM, C.P.M.

#### **CPM Review Classes Modules 3 & 4 - September 9-10, 2008**

#### **Satellite Seminar - Thursday October 16, 2008**

Applying Lean Concepts in Supply Management 8:45am-1:45pm. It will be held in the Walnut Room at the DMACC Conference Center in Ankeny.

### ISM-CI Members Pass the New CPSM Examinations

Earlier this year eight ISM-CI members accepted the ISM Challenge to Dare to Lead the Profession into a new age of certification and professional development. These eight ISM-CI members volunteered to participate in the ISM Pilot Program to help roll out and validate the new ISM Certified Professional Supply Manager (CPSM) credential. The members were Eddie Ballesteros, Alamo Group; Rhonda Deer, C.P.M. Deere & Co; Kelly Green, Prairie Meadows Race Track & Casino; Mike Panos, Goodrich Engine Components; Linh Phantavong, C.P.M., Wells Fargo; Deb Swartzendruber, C.P.M., EFCO Forms; Karl Wendt, Iowa State University; and Robert A. Kemp, Ph.D, C.P.M.

Initially, the team used draft CPSM study guides provided by ISM and later the final study guides with review sessions led by Dr. Kemp. They took the first written examination on March 5 and the final Exam of the three exams on March 28. They then waited until the second week of May with increasing concern for the exam scores and the results.

Each of the eight volunteers has now received word from ISM that they have successfully passed all three exams. All have now submitted their application for the new CPSM credential. This perfect record of 24 major exams taken and passed is extraordinary and our ISM-CI Pilot Test Team members are to be congratulated!

**Todd Shafer, C.P.M.**  
**President**