

Tuesday, February 10, 2015: Professional Development Meeting

Financial Overview: Creating Successful Cost Savings

Bob will go over the 10 things you need to know about accountants in order to make life with them easier (every company has accountants). Accounting can be (is) boring to most, but is possible to improve your financial acumen and have some fun. Get wild and join us as we explore these 10 tantalizing accounting topics:

1. Acronyms – wait ... SEC means something other than Auburn vs. Alabama?
2. Calendars – is there more than one?
3. Yin and Yang
4. Chart of Accounts – how could this possibly relate to the TV Guide?
5. Auditors – GAAP isn't just a misspelled clothing store
6. Cash or Income – how are they different?
7. Cash and Accruals
8. Matching Principle
9. Working Capital
10. Absorption

He will also go over cost savings, the different perspectives people have on this misunderstood term, and some cost saving examples.

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Speaker Bio



**Bob Harrington, Director of Finance
Paper Converting Machine Company**

Bob has more than 25 years of manufacturing finance experience at both the plant and corporate levels. Bob has a B.A. from the University of Minnesota and a MSIA (MBA) from Carnegie-Mellon University. He is a Certified Management Accountant (CMA) and Certified Financial Manager (CFM).

Bob's Finance Team is a service group working for others in the business. Bob believes that people want to do the right thing each day and that finance measurements can drive undesirable behaviors. He thinks that Finance Teams can help the business the most by educating and communicating. Bob believes that people want to know how they are doing each day – that's why there is a scoreboard at Lambeau Field. Outside of work, Bob enjoys spending time his wife and 4 children. He is also a recreational runner and biker.

Financial Overview: Creating Successful Cost Savings

PDM Schedule of Events:

4:30 p.m.—5:00 p.m.	Registration
5:00 p.m.—6:30 p.m.	Presentation
6:30 p.m.	Dinner

Location

Liberty Hall
800 Eisenhower Drive
Kimberly, WI 54136

Menu: Roasted Butterball Turkey, Parsley Buttered Baby Red Potatoes, Confetti Rice Pilaf, Tossed Green Salad, Steamed Broccoli and Cauliflower, Dessert

Registration Details:

Event Cost: Member (Pre-Pay): \$20.00 | Member (Pay at Event): \$25.00
Student: \$15.00 | Non-Member: \$25.00

To register: Visit <http://ism-newwisconsin.org> to register online and pay for the meeting via PayPal.
-OR-
If you have pre-paid for PDMs, sign up by contacting **Orson Fournillier**
Email: ofournillier@coating-excellence.com

Note: Anyone making a reservation that doesn't attend the meeting and hasn't paid will be charged for the meeting as ISM must pay for any reservations that are made.

Consider becoming a member of ISM NE-WI for the remainder of the 2014-2015 program year at a pro-rated rate of \$125.00 or less! See <http://ism-newwisconsin.org/templates/paymentnew.html> for details.

Registration Deadline: Friday, February 6, 2015—cutoff at noon

NO CANCELLATIONS. This is necessary to enable coordination with the facility for seating and meal arrangements.

President's Letter



Dear ISM Member,

Can you believe we're already in the second half of our affiliate season? With only four more regular meetings left we have packed the remaining months with great topics and tours. Please see the enclosed calendar and plan ahead.

The Board recognizes that to stand still is to fall behind and so we are continually asking ourselves, "How can we remain relevant to our members? What is our value proposition?" As your Board has fleshed out our Strategic Plan, we want ISM NE-WI to be known for developing sourcing leaders. We are working hard to deliver the right kind of content at the right time and place to meet your needs so that you become one of those sourcing leaders. In the past few years you have seen ISM NE-WI introduce breakfast meetings in addition to our dinner meetings. We have expanded our outreach to colleges and technical schools and we've got a website chock-full of great information.

It's rewarding to see these changes take place, and yet, there's more to do. As you've heard me ask during the Professional

Development Meetings – I'd like your help. If you feel career development is important, if you feel that ISM NE-WI plays a role in keeping you competitive and knowledgeable – then I'd ask you to consider a more active role in our Affiliate. We currently are looking for vibrant, talented people to fill the roles of Vice President and Director of Marketing. As a Board member, you get to contribute to the future of ISM NE-WI, work with some great people, have fun – and become a sourcing leader.

The Annual Meeting in May isn't that far off and I ask you to consider volunteering for the Board. I would love to see nothing more than to see a full roster of people interested in making a positive impact within our Affiliate. We have job descriptions available on our website or simply ask any Board member about their experiences and/or job duties. I sincerely hope you will give this your consideration.

Thank you!

Cindy Goller, C.P.M.
President, ISM Northeast Wisconsin
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Future Meetings & Events

ISM NE-WI PROFESSIONAL DEVELOPMENT MEETINGS		
Date Meeting Format	Event / Topic Speaker	Location
February 10, 2015	Financial Overview: Creating Successful Cost Savings	Liberty Hall 800 Eisenhower Drive Kimberly, WI 54136
March 10, 2015	Tour of Independent Printing	Independent Printing & The MARQ Banquet & Catering Hall 3177 French Road De Pere, WI 54115
April 14, 2015	Effective Communication for Best Supplier Relationships	Liberty Hall 800 Eisenhower Drive Kimberly, WI 54136
May 12, 2015	Packer Stadium Tour Annual Elections	The MARQ Banquet & Catering Hall 3177 French Road DePere, WI 54115

ISM Northeast Wisconsin Affiliate Membership Summary

January 2015	
Regular Members:	159
Associate Members:	13
Lifetime/Dues Free:	10
Student Members:	41
Total Members:	223

Membership inquiries can be directed to: **Vicki Edinger**, Director of Membership
ism.membershipnew@gmail.com

Continuing Education Opportunities



ISM® presents numerous free web-based seminars throughout the year. Join us to learn about new trends that affect your role in supply management, and participate from any location.



Podcasts/ Videocasts

An ever-expanding library covering a broad spectrum of supply management and general business topics — from the basic to advanced. Download and listen while you work, during your commute or even in your downtime.

Free for ISM® members.

The ISM® Knowledge Center

Eliminate travel expenses. Online courses are a powerful resource for attaining your professional goals. You can choose courses in **business, finance, manufacturing, negotiations, CPSM®/CPSD® review, sustainability and social responsibility, product development, services** and much more. For more information and to register for the ISM® Knowledge Center courses, go to www.ism-knowledgecenter.ws. All courses are active for 12 months from the date of purchase.



Seminars

ISM® public seminars are a great way to get ahead. Each seminar is presented by an expert instructor with the ability to take your knowledge further. In fact, each of our seminars receives consistently high instructor ratings as well as content ratings. In short, our instructors know the material and are committed to getting that information to you so that you can move your career forward. Furthermore, ISM® offers a wide range of topics; whether you want to get in-depth knowledge of transportation or improve your skills in risk management, ISM® has you covered.

**ISM®
Résumé Service**

Free **résumé critiques** by a career expert. Let Tracy Laswell, JCTC, CPRW, ISM®'s career expert, turn a "typical" résumé into a powerful career marketing document (one free critique per customer).

Special EVENTS



Network with more than **2,000** peers at the **Annual International Supply Management Conference**, devoted exclusively to purchasing and supply management, emerging trends and challenging comprehensive sessions — all conducted by your peers. The Conference attracts distinguished keynote speakers to discuss current national and international issues and features several sessions highlighted by prominent corporate leaders.

ISM® Resources

ISM® Glossary of Key Supply Management Terms (5th Edition)

The *ISM® Glossary of Key Supply Management Terms* is a valuable reference tool for supply professionals, academics, researchers and students. Greatly expanded with more than 2,400 terms, it includes information from all disciplines within supply management.

Connect With Us

With a strong global influence, ISM® connects you with supply chain professionals around the world. Join the conversation, expand your network and get exclusive ISM® insights on Facebook, Twitter, LinkedIn and Google+.



Propurchaser.com

Commodity Tracking — Easy-to-use tools and data to prepare for negotiations to strike better deals. ISM® members are entitled to a 60-day trial membership and savings if they decide to join.

ISM®-ADR School for Supply Management

Delivers world-class professional development programs and consulting services to corporate teams in the U.S. and China.

ISM®'s Purchasing and Supply Sourcing Guide

Tap into the incredible network of the Institute for Supply Management® with the Purchasing and Supply Sourcing Guide. Powered by MultiView, the Guide gives supply management professionals a fast and easy way to find great suppliers. Search today at www.purchasingandsupplysourcingguide.com.

