

**2017 ISM-Twin Cities
Twentieth Annual Regional Education Conference
Crowne Plaza Minneapolis West, 3131 Campus Drive, Plymouth MN 55441**

Educating, Developing, and Leading in Supply Management

October 9, 2017

October 10, 2017

7:00 – 8:00 AM – Registration / continental breakfast

7:30 – 8:00 AM – Registration / continental breakfast

8:00 – 8:10 AM

Opening Comments

Peggy Sowden, Post Consumer Brands
ISM-Twin Cities President

8:00 – 8:10 AM

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Peggy Sowden, Post Consumer Brands
ISM-Twin Cities President

8:10 – 9:10 AM

Stress Management: Are you a Burnout?

Kit Welchlin, M.A., Professional Speaker
Welchlin Keynote Presentations

8:10 – 9:10 AM

Adapt, Survive, Maybe Even Win--An Overview of Demand Driven MRP

John Melbye, CDDL, CDDP, CSCP. Materials Market
Manager & Certified APICS Instructor
Parker Hannifin HPS

9:20 AM – 10:20 AM

The I-35 Bridge: From Tragedy to Triumph

Jeanne Kling, CDA, Author / Research Associate
University of Tennessee

9:20 – 10:20 AM

The Value of Strategic Procurement--A CEO's Perspective

Christian Cornelius-Knudsen, CEO & President
The C-K Group

10:30 – 11:30 AM

Quality – A Customer's Viewpoint

Philip Frosch, Director – Strategic Sourcing and Asset
Management
Blue Cross Blue Shield of Minnesota

10:30 – 11:30 AM

Minnesota's Labor Market: Current Trends and Realities

Tim O'Neill, Labor Market Analyst
Department of Employment and Economic Development

11:30 AM – 12:30 PM – Lunch

11:30 AM – 12:30 PM – Lunch

12:30 – 1:30 PM

The COE and how to Make it Work for You

Natalie McGrady, Director – NA COE and Supplier Diversity
Cargill, Inc.

12:30 – 1:30 PM

Becoming a Shipper of Choice

John Mooney, Executive Vice President of Sales
Dart Transit Company

1:30 – 1:45 PM – Break

1:30 – 1:45 PM – Break

1:45 – 3:45 PM

International Negotiations

Danielle Hansen, CPSM, LSSBB, MBA, Director, Strategic
Sourcing
CPC (a Dover Owned Company)

1:45 – 2:45 PM

The Power of Connection – Bridging the Divide

Vikas Narula, Founder
Keyhubs



ISM—Twin Cities, Inc.

2:50 – 3:50 PM

Managing the Supply Base After an Acquisition

John Klein, Chief Procurement Officer
Medtronic

3:50 PM – Drawing for Prizes – must be present to win