



**institute for
supply management**
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Monthly Newsletter

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**HIGHLIGHTS
OF THE 2022
MARCH TRAINING DAY**

Our March 10th Training Day was one of our most informative and enjoyable sessions we have had.

The day started with breakfast pastries, coffee, and good conversations.

Next, our panel discussion on “The Future of Work” showcased various Thought leaders providing insight on the challenges facing various industries during these interesting times.

The next session before lunch featured the subject “The Future of Transportation and Logistics” by Ken Evans.

After lunch, Ashley Gerlach enlightened us regarding public warehousing and inventory management.

Finally, Brent Edmisten charted a future course for manufacturing featuring some interesting facts.

For those of you who participated, “Thank You” for making this year a great success.

**MARCH 2022
Procurement Month**



Procurement

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Procurement Month**

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President's Message

Premeditatio Malorum

This month I would like to share with you a concept that I hope you will find useful.

The idea was perfected by the Stoics and is called *Premeditatio Malorum (Premeditation of Evils)*. Roman Emperor Marcus Aurelius made good use of the technique in attending to his role as a ruler of a vast empire and wrote about it in his *Meditations*.

Today we use the modern term **pre-mortem**. It's the opposite of the more popular **post-mortem**.



A post-mortem is an analysis of a failure *after* the fact. A pre-mortem is the *anticipation* of what things could go wrong and then working to mitigate or avoid them. Doctors only do post-mortems on dead patients. My preference is to have a doctor perform a pre-mortem and then plan my care accordingly.

I'm not saying that we shouldn't strive to be positive in our outlook and strategic thinking but remember the words of that famous philosopher **Mike Tyson** (yes, the boxer):

"Everyone has a plan until they get punched in the mouth."

One of the most interesting ancient writers who described this technique was **Lucius Annaeus Seneca**, who wrote *Moral Letters to Lucilius*, a compilation of 124 letters including these thought provoking words regarding the premeditation of evils:

"Today it is you who threaten me with these terrors; but I have always threatened myself with them, and have prepared myself as a man to meet man's destiny. If an evil has been pondered beforehand, the blow is gentle when it comes. To the fool, however, and to him who trusts in fortune, each event as it arrives "comes in a new and sudden form," and a large part of evil, to the inexperienced, consists in its novelty. This is proved by the fact that men endure with greater courage, when they have once become accustomed to them, the things which they had at first regarded as hardships. Hence, the wise man accustoms himself to coming trouble, lightening by long reflection the evils which others lighten by long endurance."

Another important weapon besides anticipation of these evils or obstacles, is how to turn these to work in your favor.

Ryan Holiday wrote a great book which offers the framework to flip obstacles into opportunities entitled ***The Obstacle Is the Way: The Timeless Art of Turning Trials into Triumph.***

I found **PM** to be a profound concept that has saved me some trouble and heartache in dealing with life's daily complexity. I hope you try it and find it useful as well.

Stay positive and negative.

Respectfully,

Joe Thomas, CPSM, CPSD, C.P.M.
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ISM—Wichita Inc. Mission Statement:

“The primary objective of ISM-Wichita is to develop the professional qualities of its members: attitudes, skills, and knowledge in the field of purchasing and supply management.”



ISM—Wichita, Inc.

Pictures from the 2022 March Training Day





Supply Chain Strategies

WSJ Logistics Report



Containers are moving faster through Southern California's beleaguered port complex, leaving companies wondering if they've turned a corner.

The backup of container ships waiting for a berth dipped last weekend to the lowest level since September, the WSJ Logistics Report's Paul Berger writes, and a trip [through one of the Port of Los Angeles's big terminals suggests that cargoes are flowing](#) more smoothly than they have in a long time. That may be largely because Los Angeles and the neighboring Long Beach port are catching their breath during the seasonal lull around the Lunar New Year. Shipping industry executives are forecasting a new wave of ships as retailers continue to replenish inventories and line up goods for the spring and summer months.

Yusen Terminals CEO Alan McCorkle says operational improvements that include more container storage space are helping. Those operations may face a fresh test in the coming weeks.

Supply Chain Strategies

WSJ Logistics Report



American shale drillers aren't coming to the rescue of beleaguered energy markets anytime soon.

Leaders of fracking companies say there are limits to how much and how quickly they can boost oil supplies following Russia's invasion of Ukraine. The WSJ's Collin Eaton writes that the [drillers face supply-chain constraints, including shortages of equipment, labor and the sand](#) used in fracking. Executives also caution that investors remain wary of overspending after shale drillers prioritized expansion over profits in the past decade. That suggests no imminent relief for the transportation sector after diesel prices skyrocketed nearly 75 cents a gallon over the past week. Still, oil prices have pulled back from recent breathtaking highs, and there are signs the drilling sector is stirring. Freight carloads on U.S. railroads in the category that includes fracking sand rose 36.3% in February from the year before, according to the **Association of American Railroads**.

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Calendar of Events

April - Sedgwick County Zoo Tour