

CHICAGO SECTION

INSTITUTE OF FOOD TECHNOLOGISTS



CHAD BOECKMAN

NEW PRODUCT DEVELOPMENT AND MARKETING DISCIPLINES

By Chad Boeckman
National Sales Manager
ENRECO, Inc.

How does product development really work in the food industry? Food scientists occupy a central role in developing new products and, in order to accomplish this, they must work closely with their co-workers in other

functions. The Marketing and Management Division of the Institute of Food Technologists set out to develop a forum wherein industry professionals could share their experiences of triumph and woe with food scientists interested in pursuing industrial careers in food science, technology and nutrition.

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DECEMBER DINNER MEETING TUESDAY, DECEMBER 11, 2007

Schedule

4-5pm: Executive Committee Meeting
5-6pm: Registration & social hour with cash bar
6pm: Dinner & speaker presentation

Location

The Greek Islands Restaurant
300 E. 22nd Street
Lombard, IL 60148
p: 630.932.4545

Directions

Take I-294 to I-88E exiting at Highland Ave. Make a right hand turn (headed north) onto Highland Ave. Take this about ½ mile to 22nd Street and make a right. The restaurant will be on your

left hand side about 1 block down.

Take I-290 or I-55 to I-355 exiting at Butterfield Rd. Go east on Butterfield Rd, exiting onto the right ramp towards Highland Ave. Make a left onto Highland Ave. Take this about ½ mile to 22nd Street and make a right. The restaurant will be on your left hand side about 1 block down.

Cost

\$33 when you register before Friday, December 7th at noon
\$36 when you register after Friday, December 7th at noon or if you walk-in the night of.

Menu

Saganaki (flaming cheese)
Taramosalata (fish roe spread)
Greek Salad
Gyros with Tzatziki
Arni Bouti Psito (sliced leg of lamb)
Chicken Riganati (oven-baked Greek style chicken)
Dolmades (stuffed grape leaves)
Keftedes (meatballs)
Mousaka (baked eggplant & meat casserole)
Roasted vegetables & oven-browned potatoes
Baklava, galaktobouriko, & karithopita
Coffee and tea

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For want of a catchier phrase, this event has become known affectionately as the IFT M&M Division's "Road Show". This program will be presented by Chad Boeckman, National Sales Manager of ENRECO, Inc., and will cover such topics as:

- Food industry structure and trends
- The role of new products in the food industry
- Demand drivers for new products
- Marketing and financial considerations in new products development
- The interaction of R & D with Marketing and other Disciplines
- Why new products fail
- Lots of Q and A and a good time by all.

This program is also underwritten by the IFT Foundation for presentation to IFT Student Association members.

(Editor's note: Although our speaker is an expert on flax seed, we apologize for previously indicating that Chad Boeckman would speak at the December meeting on "Flax Seed".)

Speaker's Bio

At the age of 25, Chad Boeckman is currently the National Sales Manager of ENRECO, Inc., located in Newton, Wisconsin. Chad worked as a youth alongside of his Mother in assembly line and general bakery jobs at Natural Ovens Bakery, and his interest in health and nutrition was spiked. He also worked at the ENRECO plant, which supplied the bakery with Stabilized Ground Flax Seed.

After college and following an ambition to become a Paramedic Firefighter in Milwaukee and Sheboygan for several years, Chad "still had a passion for the Health and Nutrition Industry." He joined ENRECO and the Omega-3 market boom where flax is used widely in everything from breads, bagels, cookies, and muffins to even tortillas and nutritional supplements. He is anxious to "see what's around the next corner."

Suppliers' Night 2007 A Great Success!

The 2007 Chicago Section IFT Suppliers' Night has happened. While we are still tabulating the facts and figures regarding attendance and finances, we know that with 433 booths sold, a new record has been set. Specific thank you's will be expressed in the January 2008 Newsletter, but for now the Suppliers' Night Committee wants to express appreciation to everyone who helped with attendee and supplier registration, as well as the myriad of activities an endeavor of this scale requires.

Regards,
Joe Stout, Chair
Suppliers' Night Committee



DAN BEST, CHAIR

MESSAGE FROM THE CHAIR



Hello Everyone:

I don't think that I am out of line in thinking that the professional meeting circuit this year was a bit much. The industry is saturated with trade events and most, frankly, appear to have been poorly attended. Reasons probably include the following:

- ▶ Proliferating trade shows.
- ▶ Shrinking food industry jobs.
- ▶ Shrinking industry travel budgets.

This confronts the trade show industry with a classic economic dilemma – too many shows, too little demand. The likely outcome is that the trade show industry faces consolidation in the coming years. It's tough out there.

For our own Chicago Section IFT, however, it is clear that we have a winning formula. First, according to our Suppliers Night Chair, Joe Stout, we topped out at 433 paid exhibitors. Given that we had to raise attendance fees, this year, this is very good and comparable to last year. Second, as those that participated will agree, the aisles were crowded with attendees.

We rely upon the Chicago Section IFT Suppliers' Night for most of our operating budget. Our success this year will allow us to better address our membership needs and industry challenges.

Here are just two challenges I would like to ask everyone to consider:

Young Professionals Development

The demographics of our industry are changing and those of us in my age group must prepare to pass on our mission and traditions to our younger members. To this end, I would like to encourage those of you that have been in the industry for less than 10 years or so to help us out. We know that the needs and preferences of this demographic are different than they were/are for us and we need to do a better job of adapting to those needs. I would like to create a "Young Professionals Development Committee", for want of a better term, to help lead the make-over of our Chicago Section IFT. This committee could support us with programming, communications and other activities.

Please consider very seriously joining this Committee, even if it is only to offer us your advice. If interested in participating, please give me a call.

Our Executive Committee meetings take place in the hour immediately preceding our monthly meetings. They are **OPEN TO EVERYONE!** Please consider attending. We need your advice.

Student Scholarships

The demographics of our society are changing. The National IFT informs us that our industry faces a major shortage of skilled labor to fill the professional ranks of the food industry in coming years. It's not just the food industry – every industry sector will be so affected. Here, too, we face a classic supply-demand situation.

There is a serious effort underway through all IFT Sections to increase our support for scholarships that can attract bright new talent to the food industry. We, at Chicago Section IFT, will do our part. To this end, we will reexamine our scholarship program to see how we can increase funding and make it more attractive. Here are some of the ways that we approach this now:

At Suppliers Night, Jennifer Padilla and Diana Watson did a bang-up job with the Suppliers Night Silent Auction, with \$2,300 in proceeds to go toward scholarship funding. One very important event coming up will be our planned Golf Outing at the White Pines golf course in Bensenville, with all proceeds to go to scholarship funding. **Mark it down!**

Finally, kudos to everyone that helped put together our Suppliers Night event. We got great professional support from our new management company, IAMI and...it looked very, very good. My hat is also off to the organizers of the Midwest IFT Event and Culinary Challenge, put together with the active support of the Minnesota, Wisconsin, Iowa and Illinois sections. This year's event was hosted by the Wisconsin IFT and co-chaired by Wisconsin's Caryl Beal and our very own Anand Rao. Great speakers, great topics, great food, great company! If you didn't go, consider participating next year.

Thanks, everyone.

Daniel Best

Silent Auction for Chicago IFT Scholarships a Success!!

The Chicago Section IFT hosted a silent auction during the Supplier's Night on November 7th. We were able to generate \$2301 that will be used towards various scholarships programs through the Chicago Section IFT. This will allow Chicago Section IFT to be able to support more students with their education to fuel the future of IFT and the Food Industry. All the items were donated from the following companies:

Abelei	Corn Products	Jewell Barksdale
ADM	CWS Ingredients	Kraft Chemical
Aerotek Scientific	CWS Superherb	Kraft Foods
American Intl Chemical	David Michael	Premum Ingredients
Barry Callebaut	Dawson Sales	Sensient Flavors
Brenntag	Diebel Labs	Skidmore Sales
Butter Buds	Domino Specialty Ingredients	Tate & Lyle
Cargill	Equichem International	Thurber & Company
Centerchem	Flavor Systems	TIC Gums
Chicago Sweeteners	FONA International	TLC Ingredients
Church & Dwight	Hilmar Ingredients	Vegetable Juices

On behalf of the Chicago Section IFT Hospitality Committee we would like to recognize and give a "Big Thanks" to all of the companies that donated to make this a successful auction.

NEWSLETTER SCHEDULE

Please send news of educational opportunities, industry news, and social events, etc. to the Newsletter Co-Chairs:

Ann Radde, Cargill
Phone: 219-473-2524
Fax: 219-473-6601
E-Mail: ann_radde@cargill.com

Dean Duxbury
Phone: 630-834-5256
E-Mail: dux1@sbcglobal.net

Nancy Hobart, IAMl
Phone: (630) 916-4960
E-Mail: nhobart@iami411.org

Deadlines for newsletter submissions for the 2007-2008 program year are 2 days following the monthly meeting. Please send your articles in completed, ready-to-publish format to Ann Radde, Dean Duxbury, and Nancy Hobart. Thank you. The Newsletter Committee would like once again to express our appreciation to Bobbi Buford for her assistance in proofing the newsletter.

Chicago Section IFT Executive Committee Meeting, November 7, 2007

Stephens Convention Center, Rosemont, IL

ATTENDING:

Dan Best, Glenn Connick, Dean Duxbury, Laura Flores, Michael Hosler, Matt Hutchinson, Rathna Koka, Linda Kragt, Luci Landberg, David LeValley, Anna Lovis, Jan Miller, Uwe Nienaber, Jennifer Padilla, Anand Rao, Mona Reinhard, Joseph Stout, Pat Sullivan

Call To Order- Chair Dan Best called the meeting to order at 11:08 AM.

Approval of Minutes-

A motion was made to approve the October minutes. The motion was seconded and approved.

Treasurer's Report-

Uwe Nienaber/Rathna Koka Budget Report (09/01/2006-11/05/2007) was distributed. Report to be discussed at the December Meeting with the inclusion of figures from Supplier's Night.

Hospitality Report- Jennifer Padilla

A Silent Auction will be held at the Supplier's Night with the proceeds going to fund IFT Scholarships. Results will be announced at December's Meeting.

GAC Report- Pat Sullivan

All committee reports were turned in to Susan Andronowitz at IFT HQ and the final report is being completed. Thank you to all who helped and volunteered their time. A request was made to send a copy of the final report to the Executive Committee. A check for \$3,000 was presented to the Section from the National IFT for the General Arrangements Committee's activities during the recent Annual Meeting in Chicago.

Supplier's Night- Joe Stout

There are 400 Exhibitors at this year's Supplier's Night. Fee for exhibitor booths was raised so there should be a 20% increase from last year's revenues. An opportunity to collaborate with the PLMA show in 2008 is being explored-either as a joint show or as back to back shows. This collaboration could possibly bring in 5,000 new attendees to our Supplier's Night.

New Brochure- Dan Best

Postpone discussion until December Meeting.

Special Events/Golf Outing-

Mike Hosler

Date is set for June 10, 2008. Event is being held at the White Pines Golf Course in Bensenville. There are currently 8 volunteers and they are working to get student volunteers to help with the day of the event. A buffet style dinner is being planned following the golf outing. Attendees can attend the dinner without attending the golf outing. Plans are being made to make reservations available online through IAMI. A booth is set up at the Supplier's Night to get more information or to sign up as a volunteer.

Scholarship Funding- Dan Best

Information from National IFT indicates there will be more openings in the food industry than available qualified candidates to fill them. Generating funds for scholarships is now an important function and topic for sections as a means to encourage students to get involved in the food industry as a career. Current \$1,000 scholarship funds are not sufficient to match today's expenses. We should be thinking

about raising the amount to \$2,500. Open discussion will be held at the December meeting.

Young Professionals- Dan Best

Information from National IFT indicates that sections should take a closer look at the young professional group (those with less than 10 years experience in the food industry.) Active recruitment should be done to get this younger demographic group involved for the benefit of the industry as well as the Section. Discussion was made to form a Standing Committee for young professionals which can better target this group's interest.

The Midwest IFT Event

(Formerly MFPC) - Anand Rao The Midwest Food Processing Conference (MFPC) name was changed to The Midwest IFT Event. It was a successful event with a good choice of speakers and relevant topics-Healthful Ingredients for Product Development Challenges. 65 people registered for this 1 day conference with the highest number of 12 participating in the RCA culinary challenge. 7 companies sponsored the donation of ingredients and Monarch Foods donated the test kitchen facility. **Special note--- Anyone that stayed at the Embassy Suites for this event should contact Anand Rao - arao@edlong.com or at (847) 631-6772. A verification room/people count is needed.

Newsletter Deadlines-

Dean Duxbury

For this month only, submissions are due on Tuesday, Nov. 13,

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2007. Regular submissions are due the 3rd day after the monthly meeting. No late submissions will be accepted.

Newsletter Information- Dean Duxbury

Anyone not receiving a newsletter should call the Section Office at (630) 916-4960.

Committees- Dean Duxbury

There is low participation in some of the committees and we need more than 1-2 people on a committee. Recruitment is needed to get more people on a committee to serve as well as take over leadership roles.

By-Laws Update- Mona Reinhard/Dean Duxbury

A mini survey was drafted on several issues, sent to several Past Chairs for comment, and will be discussed at the December meeting. Approximately half of the committees have responded to the request to update their description in by-laws to fit current role of their committee.

IFT CHICAGO SECTION EMPLOYMENT COMMITTEE NEWSLETTER DECEMBER, 2007

Lisa Ruhland
NEWLYWEDS FOODS
Phone: 773-292-7509
Fax: 773-292-7643
Email: lruhland@newlywedsfoods.com

Dave LeVally
PREMIUM INGREDIENTS GROUP
Phone: 847-949-4433
Email: dlevally@premiumingredients.com

Linda Perucca
KRAFT FOODS NORTH AMERICA INC
Phone: 847-646-3821
Email: lperucca@kraft.com

Gary Wills
REGAL FOOD INGREDIENTS
Phone: 708-214-6689
Email: garwil526@aol.com

The Employment Committee publishes this portion of the newsletter as a free service to Chicago Section members. Because we cannot control the information supplied to us, no guarantee can be made of its accuracy. **Additional information on a particular listing can be obtained by contacting one of the people listed above.** (Please submit ads for the January newsletter by Dec 13, 2007.)

POSITIONS AVAILABLE

A. **SALES/MARKETING:** Int'l chem mfr seeks to fill full time Sales/Marketing position. Located in Lombard, IL, co manufactures Sodium Carboxymethyl Cellulose in 3 facilities in Mexico, Colombia & Argentina. Position available is to enforce the marketing & development of new accts working hand in hand w/ US Nat'l Sales Mgr. Duties include market research, initial client contacts & sales. Requires estimated 20% travel. Ideal candidate will be bilingual English/Spanish; Chem Engineering or Food Science degree; must be upbeat, outgoing personality & willing to give 110%. Past exp w/ hydrocolloids a plus.

B. **TECHNICAL SALES REP:** Rapidly growing specialty chem mfr in Chicago area is seeking an exp Tech Sales Rep to drive growth in food processing chem business. Our product line includes antifoams, release agents, surfactants & other specialty formulations. We offer salary, commission & complete benefits pkg; in return, we seek a well organized, motivated salesperson to deliver new business in an entrepreneurial, team-oriented environment.

C. **R&D PROJECT LEADER:** Dynamic food mfr seeking energetic self-starter to function in a stimulating, fast-paced environment, focusing on new prod dev of value-added products for confectionery, dairy, bakery & beverage industry. Position has two direct reports. B.S. Food Science or Chem req'd, M.S. preferred. Position requires excellent communication & presentation skills; 5-10 yrs exp in both food product & process development. Located in Massachusetts.

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D. CORPORATE QUALITY SYSTEMS MGR: Responsible for establishing & implementing an efficient & effective Customer Complaint process, w/ emphasis on quick & complete response to the clients; follow-up w/ Plant Quality Systems, Customer Service & Sales is essential. Position also responsible for establishing & communicating a deep understanding of key acct requirements & expectations. Audits of current practices related to customer requirements & verification of company capabilities to meet requirements is expected. Recommendations for improvements to systems & processes based on audits & findings a vital part of position. Located in south suburban Chicago.

E. REGULATORY COMPLIANCE MGR: Creates & interprets FDA & USDA labeling, regularly communicates w/ R&D, Sales, Clients, the FDA & the USDA. Responsible for advising Company personnel & clients on the status of gov't regulation as related to the food industry as well as maintaining good relations & communication w/ gov't regulatory food agencies & trade associations; manage people & priorities of regulatory dept; coordinate & manage special short & long term projects & assist in special training of personnel. Located in south suburban Chicago.

F. PRINCIPLE RESEARCH SCIENTIST: Leads identification, assessment & dev of new/novel technologies & process improvements. This can be achieved via new raw materials, unique use of materials, technology transfer, etc. Supports commercial delivery of new/novel applications; includes tech support of production trials of new prod internally & at customer site; take a leadership role in organizing & implementing departmental projects; manages multiple priorities & timelines; uses strong technical & problem solving skills to approach complex projects. Communicates technical info w/in the co, to customers & industry groups; trains & mentors junior scientists. Located in so suburban Chicago.

G. PRODUCT DEVELOPMENT: privately owned food & beverage mfr in Lake Zurich searching for someone to work on hot & cold bev innovations. Seek a creative & motivated food/bev scientist to join us & delight our customers. Successful candidate will help us develop new products & tweak existing products as part of a talented & dedicated group of lab personnel. Participation on creative, new prod dev, ideation, brainstorming & other innovation based teams is expected. B.S. req'd, M.S. preferred. 2-5 yrs exp in dev of customized beverage or food prod expected.

H. FACILITY MGR: Responsible for all aspects of production & QA for small food ingredient plant. Experience w/ SOP's, GMA's & HACCP req'd. Growing company located in Northwest Illinois.

I. SALES: Leading global producer of specialty vegetable oils w/ corporate offices in San Francisco. Sales Position open for candidates w/ 3-6 yrs exp selling ingred or oils to major food processors. Duties include sales, prospecting & opportunity identification. Travel about 50%.

J. SENIOR CONSULTANT: One of the largest confectionery, food, bakery, snack food & pharmaceutical consultants is seeking a Senior Consultant. Ideal candidate is degreed or posses a min 7-10 yrs industry exp. Area disciplines are Food Sciences, Nutrition or the Sciences. Good written skills necessary w/ computer familiarity. Some travel possible. Based in Skokie.

K. TECHNICAL SUPPORT/APPLICATIONS: Major foods consultant currently is seeking to expand their technical support & applications team. Candidates could be entry level or 3-5 yrs exp in related fields. Degree preferred but not mandatory. Good written & math skills necessary. Located in Skokie.

L. PRODUCT DEVELOPMENT: Leading pet nutrition co currently recruiting for candidates w/ expertise in the area of formulation dev to successfully guide & implement prod improvements & new prod dev. Candidates will support implementation of co technology goals by formulating products from bench-top to commercialization. M.S./Ph.D Food Science preferred as well as 5-10 yrs relevant work exp in prod dev in the food industry. Position located in Topeka, KS.

JOB SEEKERS

1. FOOD TECHNOLOGIST: seeking PART TIME position as a Lab Technician/Chemist. Experience in Analytical & QA/QC methods. Computer literate. B.S. Biology.

2. FOOD TECH **PART TIME*: Product dev exp includes flavors, flavor applications & baked goods. Also exp in technical writing for food industry trade journals. Seeking to work 3-4 days/week in or near Chicago's north suburbs.

TANNER AWARD

CALL FOR NOMINATIONS

Nominees for the Tanner Lecture-ship are sought. The Tanner Lecturer should be an outstanding and well-recognized researcher and excellent speaker. The nominee may be from industry, government, or university, having developed unique technology in the area of food science or its related disciplines.

The Lecturer may be from any country, but preferably not from

within our Chicago IFT Section.

The award consists of an honorarium of \$2,000, a plaque and reimbursement of travel expenses.

The Tanner lecture will be presented in May 2008.

Nominations may be made by any Chicago Section member, and should consist of a curriculum vitae and an accompanying letter setting forth the reasons for the nomination.

Completed nominations are due no later than December 11th, 2007, and should be sent to:

Zuoxing Zheng
Kraft Foods R&D
801 Waukegan Rd.
Glenview, IL 60025
Tel: 847-646-3388
Fax: 847-646-3864
Email: zzheng@kraft.com

C-FAR RESEARCH REPORT



Again this month, the University of Illinois Department of Food Science and Human Nutrition is sharing a brief summary of a research project that received funding from The Illinois Council on Food and Agricultural Research (C-FAR). C-FAR is a statewide partnership organized to support relevant, high-quality research and related outreach programs for Illinois' food, agricultural, and related systems. C-FAR research funding is provided by the State of Illinois; C-FAR gratefully acknowledges this investment for all Illinois citizens. Since 1995, the Chicago Section of IFT has been a member of C-FAR.

High Quality Protein Diets Decrease Insulin Resistance and Breast Cancer

Abnormal insulin sensitivity has been implicated as a contributing factor in a wide range of adult diseases including diabetes, obesity and cardiovascular disease. Abnormal insulin responses also are associated with chronic inflammation, which is proposed to increase risk of cancers including breast, colon, and pancreatic cancers. According to the Center for Disease Control, the average death rate for these cancers is higher in Illinois than the national average, suggesting the need for expanded scope of cancer research.

This research is a pilot study designed to determine the effects of a reduced carbohydrate diet on improving insulin sensitivity and reducing the chronic inflammation associated with cancerous tumors. The central hypothesis is that dietary substitution of high quality proteins for high glycemic carbohydrates will optimize insulin sensitivity, reduce chronic inflammation and inhibit tumorigenesis. To test this hypothesis, researchers are using a new animal feeding model to evaluate the effects of diet-induced chronic hyperinsulinemia on inflammation and tumorigenesis.

This project is using a novel feeding protocol to produce metabolic syndrome in rats. The protocol produces elevated post-meal insulin responses. This elevated response, known as "compensatory hyperinsulinemia", is a condition in which the pancreas produces increasing levels of insulin to compensate for chronically high levels of dietary carbohydrates combined with low levels of physical activity. This model is particularly unique because: (1) other currently available animal models require either obesity or genetic errors to generate hyperinsulinemia; and (2) it produces excess post-meal insulin derived solely from the composition of the diet. This protocol closely mimics the human condition known as Metabolic Syndrome, which is thought to be an early indication of adult onset of type 2 diabetes and chronic inflammation. The subsequent effects of Metabolic Syndrome on chronic inflammation and breast cancer promotion will be studied.

This project is classified under the C-FAR research focus area of Human Nutrition and Food Safety and addresses the sub-objective of determining the nutritional quality and human health benefits of food products to reduce risk of chronic diseases. This study was funded by C-FAR for FY 2007.

The principal investigator of this research is Dr. Donald Layman.

DECEMBER DINNER MEETING

Reservation Form

Reservation Deadline:

Friday, December 7, 2007

Please reserve space for _____ at the **Tuesday**, December 11th Chicago Section IFT Dinner Meeting

Member Type: ____ Member ____ Professional ____ Emeritus ____ Student ____ Unemployed

Entrée(s): _____ (\$33.00) (\$16.50 for Emeritus, Student and Unemployed Members)

The dinner price will be **\$36.00** for all reservations received **after** Friday, December 7, 2007.

Return this form with payment or call the Chicago Section IFT office at 630.916.4960 to reserve your spaces via credit card.

Name of Person(s) Attending

Company

Telephone

Please check here if you are a first-time attendee _____

I am paying by: ☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Card Number _____ Exp. Date: _____

Signature _____ Card Verification #: _____

Credit Card Billing Address: _____

Please mail or fax this form (with form of payment) to:

Chicago Section IFT
P.O. Box 926
Lombard, IL 60148
Phone: (630) 916-4960
Fax: (630) 889-0845
Email: members@chicagoift.org

You can also download a fillable registration form from the Chicago Section IFT website at: www.chicagoift.org

NO REFUNDS for cancellations received after Friday, December 7, 2007

Chicago Section IFT
P.O. Box 926
Lombard, IL 60148



FUTURE DATES TO REMEMBER!

JANUARY DINNER & MEETING:

FEBRUARY DINNER & MEETING:

MARCH DINNER & MEETING:

APRIL DINNER & MEETING:

MAY DINNER & MEETING (TANNER LECTURE)

JUNE 10, 2008—GOLF OUTING.

NOVEMBER 12, 2008—SUPPLIERS' NIGHT 2008

TUESDAY, JANUARY 08, 2008
MONDAY, FEBRUARY 11, 2008
TUESDAY, MARCH 11, 2008
MONDAY, APRIL 14, 2008
TUESDAY, MAY 13, 2008