



Presented by APICS - The Association for Operations Management: Boston Chapter #10 & North Shore Chapter #20 • The Council of Supply Chain Management Professionals (CSCMP) New England Roundtable • The Northeast Supply Management Group, A Special Interest Group of ISM™

2010 New England Supply Chain Conference & Exhibition

Best Western Royal Plaza Hotel & Trade Center
Marlborough, Massachusetts

Monday, October 4, 2010

6.25
CEH's
from
APICS &
ISM

Only
\$199
for the
Early Bird
Rate

- Fully leverage your training dollars: 18 workshops in six tracks from which to choose
- Take advantage of the newly integrated, 3-part professional development tracks as follows:
 - **GLOBAL SOURCING - OFFSHORING AND NEARSHORING:** A).China Sourcing, B).Sourcing in Eastern Europe, and C).Sourcing in South America.
 - **MATERIALS MANAGEMENT:** A).Top Ten Best Supply Chain Management Practices, B).Negotiations Skills Workshop, and C).Building a Winning Global Commodity Sourcing Strategy.
 - **DEMAND PLANNING AND S&OP:** A). Demand and Supply Planning during times of Economic Turbulence, B). Myths, Misunderstandings and Misinformation about S&OP, and C).Demand Planning for the Service Industries.
 - **GLOBAL LOGISTICS:** A).Logistics 101 - Supporting Sustainability in the Logistics Industry, B).Intermediate Logistics - Best Practices (Freight Loss & Claims), and C).Advanced Logistics - New Challenges & Regulations.
 - **SUPPLY CHAIN LEADERSHIP & PROFESSIONAL DEVELOPMENT:** A) No Excuses Supply Chain Leadership, B).Giving Effective Presentations, and C) Leadership Excellence in a Supply Chain Environment.
 - **SUPPLIER SHOWCASE:** World-Class Negotiations Management: Best Practices, Tools and Future Directions, PLUS MORE TO COME!!
- Enjoy an immediate ROI on the investment of your time and organization's money
- Help your organization evolve its supply chain into a true value chain
- Learn about the latest cutting-edge topics, trends and technology
- Translate innovative ideas into immediately workable and practical solutions
- Enjoy and become transformed by our captivating keynote speakers!
- Network with your peers and those supporting other areas of the supply chain!

Register by **9/17/10** at the Early Bird rate of **\$199 TOTAL!** Registration fee covers presentations, exhibits, and meals.

Schedule	Sessions	Presenter	Topic
7:30 to 8:15 am	Registration	EDUCATIONAL EXHIBITS OPEN (7:30 am to 4:30 pm)	
8:15 to 9:45 am	Breakfast Keynote	Jeffrey B. Carr Corporate President & Economist, EPR	Economic Outlook - A New England Perspective (special segment on the adverse effects of the recession, and the forecast for recovery)
10:00 to 11:15 am	1A	Michael S. Chester, CPIM, CIRM President, International Manufacturing Consultants	China Sourcing 2010 – The China Connection = Setting Up Manufacturing & Supply Chains
	1B	Bob Engel, C.P.M. Senior Practice Leader, Resources Global Professionals	Top Ten Best Supply Chain Management Practices
	1C	Bruce Murphy, CPIM Director, Demand Planning & Purchasing, North America, GN Netcom	Supply Planning During Times of Economic Turbulence = Is Forecasting/Planning Futile in this Environment?
	1D	Mike Marlowe Vice President of Customer Solutions, Kane Is Able, Inc.	Logistics 101 - What is the Logistics Industry Doing to Support Sustainability & How You Can Help
	1E	Gary A. Smith, CPIM, CSCP Director of Supply Chain Operations, New York City Housing Authority	No Excuses Supply Chain Leadership: Removing Barriers, Improving Operations, and Saving \$\$!
	1T	Michael Martin, CIMS I.C.E. Director of Sales, Swish USA (of Swish Maintenance USA, Ltd)	Procurement of Janitorial Products and Services, Saving YOU Money (and Being Green!!)
11:30 am to 1:15 pm	Keynote & Lunch	Naqaraj Srinivasan Vice President – Supply Chain, Oracle	From Recession to Recovery: Transforming Your Supply Chain for Success and Market Leadership
12:30 to 4:00pm		Dessert & Snacks in Exhibit Hall	
1:30 to 2:45 pm	2A	Savo Djukic Owner/Director at Oblo LLC, London, United Kingdom	Sourcing in Eastern Europe
	2B	Richard G. Weissman, C.P.M. Director of Corporate Education & The Center for Leadership, Endicott College	Negotiations Skills Workshop
	2C	Robert A. Stahl, CPIM President, R.A. Stahl Company	Myths, Misunderstandings and Misinformation about S&OP
	2D	Gil Williams President, Williams & Associates, Inc.	Intermediate Logistics - Best Practices - Understanding Freight Loss & Damage Claims = How to Get Them Filed & Paid
	2E	Jamie Crump Director of Indirect Strategic Sourcing & Supplier Diversity, United Rentals, Inc.	Giving Effective Presentations
	2T	Naqaraj Srinivasan Vice President – Supply Chain, Oracle	General Session: Supply Chain – Vision, Strategy, and Future Directions
3:00 to 4:15 pm	3A	Frank J. Casale Founder & CEO of The Outsourcing Institute (OI) & Tony R. Mataya Managing Partner, ThinkSolutions, Inc.	Sourcing/Nearshoring in Latin America – India & China Are So YESTERDAY!
	3B	Alan G. Dunn, CPIM President and Chairman of GDI Consulting & Training Company	Building a Winning Global Commodity Sourcing Strategy: A Proactive Framework for Linking Suppliers to Customers
	3C	Mark Chockalingam, MBA, Ph.D. Managing Principal, Demand Planning LLC	Demand Planning for the Service Industries
	3D	Peter H. Powell, Sr. CEO, C.H. Powell Co. & David Katzman Director of Regulatory Compliance, C.H. Powell Co.	Advanced Logistics - New Challenges & Regulations Impacting Your Supply Chain
	3E	Marilyn Gettinger, C.P.M. Owner/President, New Directions Consulting Group	Leadership Excellence in a Supply Chain Management Environment
	3T	Matthew Turner Vice President, Accellos	Defining Value in the Warehouse
4:30 to 4:45 pm		Raffle & Exhibitor Drawings in Exhibit Hall	