



NESCON 2012

By Rich Weissman

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I do a fair amount of speaking for different materials and operations groups and also for some conferences. Last week I spoke at the [New England Supply Chain Conference and Educational Exhibit](#) in Marlboro, MA. This event began in 2004 as a collaboration between aligned and competing procurement, operations, and logistics organizations in the New England area. The first few conferences were successful, albeit a bit stressful due to conflicting philosophies. Yet, once the leadership began working together the conference really took off. I was a co-chair early on during the formative years and have spoken at most of the events since. "Always the 'First Monday in October', I look forward to seeing some old friends.

This year's conference was very successful, and for several reasons. First, attendance was up. There were more than 350 attendees and many of the sessions were filled to capacity. Second, and I think more importantly, there were a lot of new people at the conference and that shows that the profession might be growing. And finally, there were a lot of young people, including students and those new to the profession. That to me was the most important part. As we come out of this economic downturn, it was great to see younger conference attendees.

We seem to have a future after all.

See [My Purchasing Center's](#) news coverage of the event, [Procurement Embraces Ideas on the Economy, Risk and Negotiation](#)



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Rich Weissman



Endicott College Assistant Professor Rich Weissman teaches management courses for the School of Business and the Van Loan Graduate School. He is also the director of corporate education, which includes the Center for Leadership, Endicott's management development institute. He is vice chair of the planning committee and also serves on the technology committee and the Institution Review Board. A practitioner turned educator, Weissman has more than 25 years of experience in all facets of procurement and supply chain management. He has held positions with large business units of Fortune 500 companies, medium-sized contract manufacturing companies, small venture-backed Internet startup firms, and third-party procurement, consulting and strategic sourcing firms.

Rich holds an M.S. in Management from Lesley University and a B.A. in Economics from Rutgers University. He is past president of the Purchasing Management Association of Boston and a recipient of the Harry J. Graham Memorial Award, the highest honor bestowed by the association.



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