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# With Knowledge of Negotiation, Procurement Could Teach Washington a Lesson

By Susan Avery



THIS PDF CONTAINS TWO ARTICLES ON NESCON-  
-Page 1-4 = Collaborative NESCON  
-Page 5-7 = Executive Panel / Global Supply Chain

October 14, 2013 at 11:15 AM

Procurement and supply chain management professionals attending the 2013 New England Supply Chain Conference and Educational Exhibition (NESCON) recently in Marlborough, Mass., picked up a wealth of information on the topics of negotiation, collaboration and innovation.

They took advantage of this unique opportunity to listen to keynote addresses, participate in educational sessions and network with professionals in related fields. They also met with executives of sponsoring and exhibiting companies.

With what they learned, maybe they could show Washington a thing or two.

Jeffrey B. Carr, President and Economist at Economic and Policy Resources in Williston, Vermont, examined the partial government shutdown and the debt ceiling crisis and their impact on the country and the region in a breakfast keynote address, Economic Outlook--A New England Perspective.

In his talk, he presented current economic conditions as glass half-full or half-empty scenarios. Looking at the economy from the half-full perspective, keeping in mind that the country is still recovering from the great recession, he cited a growing GDP (2.5% annually in the second quarter), creation of 175,000 jobs per month, unemployment at 7.5% and growing profits for business.

For the half-empty view, he called GDP growth "stinky," and housing and job creation anemic. The Federal Reserve is confusing the marketplace with its new transparency, labor force participation is at its lowest since 1978 and energy prices are reflecting a jittery world.

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Polling the room to learn thinking of NESCON attendees, Carr found that the majority of procurement and supply chain professionals see current economic conditions as a glass that's half full. "That may bode well for New England," he said.

Of the partial government shutdown, Carr said, "the longer it goes on, the more economic damage to the country." The damage he refers to will show up in diminished growth in GDP in the fourth quarter.

As for the looming debt ceiling crisis, Carr said that it's fundamentally a debate on the role of government, with a lack of respect for the other side's views. That said, "it's difficult to find common ground for compromise."

Calling himself an optimist, he told attendees that the "adults in the room" in Washington will pull through--at the 11th hour.

Collaboration, Negotiation, Innovation

Nearly 400 procurement and supply chain management practitioners attended the 10th annual event organized by the New England Collaborative which is made up of APICS--The Association for Operations Management North Shore Chapter 20 and Boston Chapter 10, The New England Roundtable: Council of Supply Chain Management Professionals and the Northeast Supply Management Group, a special interest group of the Institute for Supply Management (ISM), as well as collaborators [Purchasing Management Association of Boston](#) (PMAB) and APICS South Shore Chapter 43.

NESCON is planned and executed entirely by volunteers. The theme of the event was Optimize Your Supply Chain with Winning Business Strategies.

Co-Chair Ken Glasser welcomed attendees to NESCON and later at lunch presented the fourth annual [Supply Chain Hall of Fame award](#) to Mary Kachinsky, Senior Director, Strategic Sourcing at Cubist Pharmaceuticals in Cambridge, Mass. The other conference co-chair is Joanne Brennan. Kachinsky is pictured at right.



Thanking the group for the recognition, Kachinsky told attendees that procurement and supply chain "have arrived and are [sitting at the strategic table, looking at tomorrow](#)." As such, procurement, she said, "is aligning with suppliers based on common shared objectives to create a sustainable supply chain."

She credits events like NESCON with helping procurement and supply chain executives stay abreast of the latest developments in the profession. The networking opportunities alone, she said, "are limitless."

As Kachinsky sees it, the sharing of knowledge and best practices through volunteering with organizations such as the PMAB has helped ["to accelerate"](#) her career. Of her work, she said, "this is my passion. It's the best job in the world."

[The Supply Chain Associations Executive Panel Luncheon Keynote](#) brought back leaders of organizations represented at the first NESCON 10 years ago.



The 2013 event featured Rick D. Blasgen, President and Chief Executive Officer at CSCMP; Thomas W. Derry, Chief Executive Officer at ISM and Alan G. Dunn, CPIM, APICS Board of Directors, 2014 Chair-Elect.

Moderated by Rich Weissman, Director of Corporate Education and The Center for Leadership at Endicott College and *My Purchasing*

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### What CEOs Expect Of Purchasing

Guest Contributor

Procurement and supply management leaders have a seat at the table,

*Center* Contributing Editor and [Blogger](#), the executive panel addressed the audience and engaged in an open forum discussion that covered key issues and challenges in supply chain.

Procurement and supply management practitioners attending the conference had the opportunity to choose to participate in sessions from among six educational tracks: Microsoft Office Tools for Business, Negotiations, Operations Management Toolbox, Project Management, Logistics and Supplier Showcase.

Sessions in the popular Negotiations track were standing-room only. At Negotiating with Single and Sole Source Suppliers, Joe Rice, Trainer, Bob Benedict Negotiating Seminars, led the interactive session that included tips to prevent backdoor selling.

“The most difficult negotiating situations are single and sole source,” Rice said. Presented with a take or leave it deal, procurement thinks it has no other options. “We forget to look for leverage and sources of strength.” One such source of strength can come from an analysis of the buy to learn of additional aspects that could be put out to competitive bid.

A single source is a supplier decided upon by the company despite there being multiple sources of supply. It may be selected for design purposes. A sole source is the only supplier available to provide goods or services required by the company.

At a session in the Logistics track, Energy in Transition: What Do the Massive Changes in Energy Availability Mean to the Logistics Industry, Bill Lee, Vice President, Supply Chain Effectiveness at Breakthrough Fuel Co., pointed out to attendees that energy cost makes up close to 40% of a company’s logistics budget and suggested when making decisions on shipping that it’s critical to consider transportation and energy together.

In addition to the educational sessions, NESCON invited career counselor Leslie Gabriele of Gabriele & Company in Bedford, Mass. to work one-on-one with individuals onsite who are between jobs, need a career assessment or had job strategy questions.

This year’s NESCON Platinum conference sponsor was Oracle. Bronze sponsors were: iPower, Northfield Savings Bank, Staples, The Kinetix, Zampello and Associates.

Exhibiting companies include the sponsors as well as Ariba, an SAP Company; CLEO; e+; GBMP; Index Packaging; MetaProcure; Smart Software; The Kinetix; W.B. Mason; Winbrook; Northeastern University D’Amore-McKim School of Business; Thomasnet.com and Maine Maritime Academy.

Conference supporter was Axcelis.

The event is held on the first Monday in October. The 2014 New England Supply Chain Conference is scheduled for October 6. For more information, visit the event website at [www.nescon.org](http://www.nescon.org).

See *My Purchasing Center* coverage of The NESCON Supply Chain Associations Executive Panel Luncheon Keynote written by Rich Weissman, [Supply Chain: Global, Visible, Important](#).

Read a *My Purchasing Center* white paper based on an interview with Mary Kachinsky of Cubist Pharmaceuticals, and others, [From the CPO to the CEO: Delivering on Expectations](#).

View a *My Purchasing Center* webcast, [Supply Chain Leadership: Increasing Organizational Influence](#), with 2013 NESCON presenters Rich Weissman and Jim Limperis, Manager, Electronic Sheetmetal Craftsmen.

See the *My Purchasing Center* article [Networking Propels Procurement into Leadership Roles](#).

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**Susan Avery**



Susan Avery is Chief Editor at My Purchasing Center. She writes articles, blogs and white papers and manages and creates other content for the online procurement and supply management publication. She produces and moderates webcasts. Susan has more than 25 years experience covering procurement and supply management for Purchasing magazine and Purchasing.com.

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# Supply Chain: Global, Visible, Important

By Rich Weissman



October 13, 2013 at 8:24 AM

The almost 400 attendees at last week's [New England Supply Chain Conference and Exhibition](#) (NESCON) in Marlborough, Mass., were treated to a buffet lunch followed by an hour-long panel discussion from the heads of the three preeminent supply chain management associations. The annual conference is a collaborative event hosted by regional affiliates of CSCMP, ISM, and APICS and attendees are typically members of one or more of these professional associations.

Rick Blasgen, the President and Chief Executive Officer of the Council of Supply Chain Management Professionals (CSCMP), [Thomas Derry, Chief Executive Officer of the Institute for Supply Management \(ISM\)](#), and Alan Dunn, the APICS Board of Directors 2014 Chair-Elect, all shared their insights on the supply chain management profession, their own organizations, and the trends they see for the future of the supply chain profession.

Each panelist had 10 minutes to introduce their organizations to the multi-disciplined audience and they all focused on how their own organizations had evolved to keep pace with the ever-changing supply chain management profession. While each offered unique insights into their organizations, it was the similarities of all three groups, and their memberships, that caught the interest of the audience. In all cases, they discussed how the supply chain profession had become strategic in nature, works in a global environment, and is focused on inter and intra company collaboration. It quick became evident that these three associations had more in common than not.

Blasgen began the session describing how his 50-year-old organization focused on physical distribution, logistics management, and supply chain management. He indicated the logistics market is \$1.3 trillion and the trucking subset is more than \$850 billion. He lamented about the shortage of truck drivers and infrastructure issues impacting the flow of materials across the country. Blasgen also spoke about how real estate has now become part of the supply chain management discussion, especially how it relates to the efficient flow of materials and customer fulfillment. Bullish on the profession, he hoped an increased focus on supply chain management curriculum would be introduced at more colleges to reinforce the importance of the profession and attract more professionals to the discipline.

Derry (pictured at right) focused on the pace of positive change in both ISM and the procurement profession, specifically in the past

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decade. He spoke about a 1993 study published by the Center for Advanced Purchasing Studies (CAPS) that addressed CEO perceptions of the procurement profession as well as a recent update to the research. While 20 years ago there was limited interest and involvement in the procurement function from top management, today many larger companies have Chief Purchasing Officers who work directly for the CEO, tying end-to-end sourcing strategies into one of competitive advantage.



Dunn (pictured left) spoke of APICS maturing from a planning and production control organization into one more focused on the global supply chain and company operations. Growing up in a family that owned a manufacturing company, Dunn's experience with the supply chain came first hand. He's witnessed a maturing profession where he feels the supply chain is as important as the actual manufacture of the product it supports.

The conference itself is a professional collaboration and that became the theme of the questions from the audience, including how these organizations might work together in the future and perhaps streamline the education and professional certification process. While each association head strongly promoted their own organization, they admitted that they often overlapped in some areas of supply chain management. However, they felt that this was positive for the profession and even strengthened their own associations.

All felt that educational and professional development was critical for supply management professionals operating in a high visibility position in a global economy, no matter to which association they belonged. They offered a clear message of collaboration, education, and a realization of just how important the profession has become.

Also see the *My Purchasing Center* articles [New ISM CEO Tom Derry Takes Fresh Approach](#) and [Networking Propels Procurement into Leadership Roles](#)

See *My Purchasing Center* coverage of the 2013 NESCON event, [With Knowledge of Negotiation, Procurement Could Teach Washington a Lesson](#)

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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



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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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