New England’s 60th Annual Educational Conference
On Supply Chain Management

Achieving Excellence Through Education

*Your Educational Opportunity to “Polish & Shine”!!!*

**Four Points Sheraton Hotel ♦ Leominster, MA**
Friday, April 11, 2008

Educational Sessions, Networking Opportunities, C.E.H.s

*Check inside for schedule and session offerings….*
GENERAL SESSION 8:30 – 10:00 a.m.

An Economic Breakfast with Jeffrey Carr

Jeffrey Carr’s regional economic forecast has been a highlighted keynote for logistics and supply chain conferences for over a decade. Be prepared for current – you probably won’t have read it in the Wall Street Journal yet – data and prognostications based upon Jeff’s insight and intimate knowledge of how regional industries, institutions and governments respond to and interact with global socio-economic conditions. Bring your questions about how your industry, region or supply chains are being affected by the cost of energy, employment information or real estate values. You’ll definitely want your notebook on the table for this breakfast.

Biography: Jeffrey B. Carr serves as President and Economist of Economic & Policy Resources, Inc. in Williston, VT. For over 25 years he has served in a number of capacities focusing on macroeconomic analysis, economic forecasting, forensic economics, economic impact analysis and fiscal policy analysis for federal, state and local governments. Mr. Carr has served as the consulting State Economist and Principal Revenues Analyst for over 16 years and 3 gubernatorial administrations in Vermont. He serves as a consulting economist to several Vermont state agencies and a number of businesses and business associations in northern New England.

MORNING EDUCATION SESSIONS 10:15 – 11:45 a.m.

Session A: Hot Legal Issues

Indemnification clauses, pirating of intellectual property by suppliers, and other legal developments can result in serious financial losses "without even trying." Two experienced attorneys will discuss ways to identify and avoid new traps being laid for the SCM professional.

Biographies:

H. Kennedy Hudner, JD is Chair of the Business and Personal Services Department at Murtha Cullina. He focuses on contract drafting and negotiation, including the sale of goods and services, intellectual property and software-related transactions, outsourcing agreements, trademark and copyright applications and licenses, patent licenses, confidentiality agreements, non-competition agreements and quality assurance programs for manufacturing concerns. Mr. Hudner has lectured extensively to corporations, manufacturing associations and purchasing managers on issues concerning contracting and limiting liability. He is a graduate of the Yale Law School.

Greg Rosenblatt, JD is a partner at Wiggin and Dana LLP in New Haven, Connecticut, where he practices intellectual property law. He has obtained over 350 United States patents for his clients and has challenged or defended patents in the U.S. and foreign countries. Greg has a B.S. in materials science and engineering from Cornell University and a law degree from New York Law School.

Session B: Breakthrough Supply Chain Strategies for the Environment

In this session Stephen Greene, Brenda Whitmore and Tom Perry will share perspectives on what can be accomplished, today, in waste reduction, energy conservation and green building by organizations prioritizing sustainability in their core values. Capabilities and limits of commercial technology in all areas of the panelists’ expertise will help participants focus on what can be accomplished by the committed, today. Discussion about the values driving the practices and techniques used by them and their clients to gain and retain organizational commitment to the principles and practices of sustainability will be shared and discussed.

Biographies:

Stephen H. Greene, MS is a principal of Howland Greene Consultants LLC, formed in 2004. He specializes in international product environmental requirements and sustainable business practices. Extended producer responsibility, WEEE/RoHS, EuP, REACH, China RoHS, and JMOSS are a few of the regulatory areas he works in. He is chair of the Massachusetts Water Resource Authority’s Wastewater Advisory Committee, and chair of the Board of WasteCap of Massachusetts. Mr. Greene has also worked for Polaroid Corporation where he created Polaroid’s RoHS / Lead Free Program for Polaroid’s electronic products which integrated electronics take back requirements into the program design. Prior to Polaroid, Mr. Greene spent 10 years at Digital Equipment Corporation where he was the corporate environmental manager with worldwide responsibility for about 40 facilities.

Brenda Whitmore, MA has 27 years of construction management experience. For the past 20 years she has served the University of New Hampshire as a construction project manager in the Facilities Design and Construction Office. In her role as project manager, Brenda has managed all aspects of the construction process from program development, design and construction. She is currently working on the James Hall renovation which is currently registered with the United States Green Building Council (USGBC) seeking a LEED (Leadership in Energy and Environmental Design) Silver Certification. James Hall will be the first building on the UNH campus to achieve such a designation when it is completed in December 2009.

Tom Perry, LEED® Accredited Professional has more than 27 years of construction experience, including 22 years of mechanical systems experience. In his role as Managing Director, Engineering Services Division, for Shawmut Design and Construction, Tom is responsible for reviewing project’s M/E/P systems for constructability and to ensure that the project’s goals match the proposed building systems. He oversees mechanical coordination, reviews drawings, and assists with scope definition and procurement. Knowledgeable in the areas of environmental and energy design, Tom works closely with architectural and engineering teams to work toward “green building” designs that are in compliance with LEED specifications.
Session C: Balancing Competition & Collaboration in Negotiations

Supplier negotiations always involve a measure of competition, in that you are trying to get the best terms for you and lowest prices, while suppliers try to get better terms for them and higher prices. Some supplier relationships are more important to you, in that they might be sole-source, or long-term, or that reliability and service are more important than price. In those cases, you need to balance the competition with collaboration to ensure that all of your interests are met and that the relationship is strengthened over time. This workshop presents strategies and skills to balance the competitive and collaborative aspects of negotiation in cases where both matter.

Biography: Moshe Cohen, MBA is a trainer and mediator based in Cambridge, MA. Since founding The Negotiating Table in 1995, he has conducted hundreds of negotiations skills workshops for clients such as EMC, Reebok, Hasbro, and many other corporations, law firms, financial services companies, consulting firms, and more. Mr. Cohen also teaches negotiations and leadership in the MBA programs at Boston University and Cambridge College, and previously taught at Bentley College. Mr. Cohen has published numerous articles on negotiation, mediation, conflict management, and leadership. As a mediator, Moshe Cohen specializes in business, employment, workplace and discrimination disputes and serves on a number of mediation panels locally and nationally.

LUNCHEON 12:00 – 1:15 p.m.

Learning, Innovation and Values for Leading Supply Management

Jatin DeSai, innovation, learning and creativity coach, will bring his perspectives and tactics to the world of supply management skill development and performance improvement using concepts his firm has developed to capture the best of “Zoomers” creativity and to share “Spiral Stories” of effective, but non-traditional, organizational learning opportunities.

Biography: Jatin H. DeSai, BS is the founder and CEO of the DeSai Group and a seasoned business executive, strategic advisor, and coach for senior leadership teams. Mr. DeSai has experience in large scale change initiatives as an advisor and a coach to organizations in the areas of innovation, creativity, values, executive development, and organizational effectiveness. He has successfully led, coached, mentored and consulted with many management teams from small family owned business to Fortune 100 corporations.

Session D: Off-Shore Sourcing: A Case Study

So how do you actually find an overseas supplier, and how do you create a relationship? What errors can you make? Just exactly how do you avoid or recover from them? A seasoned go-between tells you how to do it!

Biography: Carlton Harris, MBA is the president of Asia Tool Source, Inc., Drexel Hill, PA and Shenzhen, China. Mr. Harris began his business career at Scott Paper Company, where he served a variety of roles in corporate development, corporate financial analysis, and in two of Scott's operating divisions over fifteen years. In August 1998, he joined Applied Tech Products, a $200 million injection molder, and he became heavily involved in doing business in China, including the creation of two joint ventures with Chinese companies. He founded Asia Tool Source, LLC at the beginning of 2006. ATS provides injection mold tooling procurement and program management services to its customers in North America. They sourced over 100 injection tools in China in 2007.

Session E: Cost Saving Panel Discussion

Join Jim Vaughn as he leads a spirited discussion on some of New England’s keys to cost saving successes. As we all struggle with corporate reductions goals, here is a forum where sharing ideas may help you in your endeavors. Identifying & implementing cost savings is a primary role of many procurement organizations, but this can be an extremely difficult task when suppliers & service providers are looking to increase margins. A panel of procurement professionals with a broad range of experience in a variety of industries will share ideas and areas for consideration when attempting to address this issue. Utilizing a presentation and Q&A format, attendees will be provided with real life examples & tools that can be put to immediate use for finding ideas, convincing management of the savings value, overcoming internal resistance, identifying resources, and measuring the cost benefit.

Biographies:

James Vaughn C.P.M. (Moderator): 20+ years of procurement experience in the medical device manufacturing industry. Past president of the Purchasing Management Association of Boston and currently responsible for strategic procurement - reagents & consumables at Siemens Healthcare Diagnostics
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Gary Beaudreau, C.P.M., MBA: 25+ years of diverse procurement/sourcing experience spanning multiple industries. Past president of the Purchasing Management Association of Boston and current Global Indirect Sourcing Leader - GE Sensing and Inspection Technologies.

Marilyn Gettinger, C.P.M. 25+ years of experience in supply and materials management. An adjunct professor at Iona College teaching operations management, supply chain management, and total quality management, Marilyn also owns and manages New Directions Consulting Group.

Bob Sember, BS 40+ years of procurement, strategic sourcing, supply chain, and administrative / consulting experience in both the manufacturing and service industries. Past president of the Connecticut Association of Purchasing Management, Director, JV Kelly Group, Inc. and significant contributor to several Fortune 500 companies.

Session F: Purchasing is NOT Basic!
The purchasing profession has accelerated from a back office tactical necessity of the manufacturing organization to a strategic requirement of all companies focused on improving cycle time, reducing the cost of ownership and profitability improvement. Everything you need to know about purchasing in 60 minutes or less! Listen to a modern take on the basics and learn some new tricks of the trade.

Biography: Bruce D. Caldwell, C.P.M., MBA is an expert in supply chain practices with twenty-five years of experience including managing purchasing and material control departments, strategic sourcing, ERP implementations and upgrades and financial / operational consulting for companies in a variety of diverse industries. He is a strong supporter of lean technology and converted the supply chain of one organization from continuous manufacturing to lean with dramatic results. Mr. Caldwell is also a past president of the Connecticut Association of Purchasing Management.

Session G: Off Shore Sourcing: China
Assessing the political, financial, and legal complications inherent in doing business in China is a task modern procurement managers must perform, and perform quickly. Get an in-depth briefing from an “old China hand.”

Biography: George Haley, Ph.D. is Professor/Coordinator of Marketing & International Business Programs at the University of New Haven. He has also served on the faculties of other universities in the USA, Mexico, Asia (Singapore and Thailand), and Australia. Additionally, he has presented executive development seminars and been a public speaker for both corporate executives and government policy makers. He consults with Asian, Latin American, and US companies on strategic and industrial marketing issues, and is on the editorial advisory and review boards of several US and European journals where he lends his expertise on Asia and other emerging markets.

Session H: Lean Practices for the Office
Amy Jo Reitter will share fundamental Lean Principles, their benefits, and how they can be applied to the office area. We'll briefly discuss how Lean and Six Sigma compare, share Lean concepts, and discuss an effective Lean implementation plan. Examples will be primarily from administrative scenarios although some manufacturing samples will be referenced. A list of resources that you can investigate will be provided. The target take-away is for you to have some key ideas on the benefits of Lean and how you can implement Lean in your current role.

Biography: Amy Jo Reitter, MS is a continuous improvement practitioner building on years of training and experience with processes, simulations, statistics, Six Sigma and Lean. Applications include everything from redesigning product lines and factory layouts to data based studies to designing experiments to applying Lean tools. Recently, Amy Jo has had the opportunity to develop and lead a Lean implementation plan at her current facility, Corning Specialty Materials – Keene, NH. Professional memberships include the Society of Manufacturing Engineers and the Institute of Industrial Engineers.

Session I: Executive Sales &Operations Planning
Executive S&OP is a process that brings together data and decision making to achieve results not before possible with regard to managing the supply chain. While it is a very popular practice, it is often not understood. This talk will address both understanding the practice and how to get started with implementation.

Biography: Robert A. Stahl, CPIM Bob is an educator, author, and consultant, specializing in helping manufacturing companies improve their supply-chain performance. He is President of the R. A. STAHL COMPANY in Attleboro, Massachusetts, and heads up the consulting practice for T.F. Wallace & Company. While working in manufacturing management, Bob’s efforts contributed to an improved ROI from 8% to 48%. Since leaving line management in 1981, Bob’s consulting and teaching have helped many companies in varied environments enjoy similar improvements in their performance.
REGISTRATION DETAILS & SCHEDULE
for
Achieving Excellence Through Education
New England’s 60th Annual Educational Conference on Supply Management
April 11, 2008 Four Points Hotel, Leominster, MA

QUESTIONS? Contact Diane Cotter at DianeCotter@usnh.edu.

HOW TO REGISTER
Complete the conference registration form and mail to: ISM Affiliate Support, P0 Box 22160, Tempe, AZ 8528521 60. Payment must be included with your registration form. You may include either a personal or company check (payable to ISM) or complete the credit card information section on the registration form. Credit card registrations may be faxed to 480/752-7890 or submitted online at http://www.ism.ws/education/NESMGRegForm.cfm. Please submit one form for each participant. Deadline for registrations is March 28, 2008. After this date, limited walk-in registrations will be accepted at the desk. For registration information call Miranda Smith at 800/888-6276 extension 3020.

LODGING
Call the Four Points by Sheraton directly at 978/534-9000 to make necessary lodging reservations. Singles or doubles are $93.00/night + tax. To receive this rate, tell them that you are attending the Northeast Supply Management Conference. Rates are valid for the night before (04/10/2008) and the night of the seminar (04/11/2008). Hotel registrations must be received by March 21, 2008 to ensure hotel room availability.

PROGRAM REGISTRATION FEE
ISM members & associate members $175
Non-ISM members $200
If registering more than 10 attendees from the same company, deduct $10 per registration fee. Group registrations must be made by calling Miranda Smith at 800/888-6276 extension 3020.
Registration fee includes program, coffee breaks and lunch.
Mail-in registrations must be postmarked by March 28th; after that time limited walk-in registrations will be available at the conference facility. Cancellation requests must be received in writing on or before April 4, 2008 to be honored.

DIRECTIONS
Four Points Hotel & Conference Center
99 Erdman Way, Jct. Rts. 2 & 12
Leominster, MA 01453
Telephone 978-534-9000

From Worcester
Rte 190 North to Rte 2 West Exit 31 B. Right off exit, driveway on right.

From Maine/New Hampshire
Take 495 South to Rte 2 West. Exit 31 B Rte 12N. Right off exit, driveway on right.

From Boston
Take the Mass Pike West to 495N to 2W. Take exit 31 B for Rte 1 2N. Right off exit. Driveway on the right

From Connecticut
Take the Mass Pike East to 290N to 190N; 190 and 2W merge. Take Exit 31 B for Rte 12N. Right off exit, driveway on right.

CONTINUING EDUCATION CREDITS
Each attendee, upon completion of the conference, will receive a certificate for 7.25 continuing education hours.

TAX DEDUCTION
US. Treasury Regulations permit deductions for certain educational expenses and should be checked with your IRS office. ISM’s federal tax identification number is 13-5265940. ISM is a 501(c)(3) educational organization.

SCHEDULE
7:15 - 8:00 a.m. Registration
Coffee & Danish
8:15 - 8:30 a.m. Introduction
8:30 – 10:00 a.m. General Session
10:00 – 10:15 a.m. Break
10:15 – 11:45 a.m. Sessions A, B & C
12:00 – 12:45 p.m. Lunch
12:45 – 1:15 p.m. Luncheon Speaker
1:30 — 3:00 p.m. Sessions D, E & F
3:00 — 3:15 p.m. Break
3:15 — 4:45 p.m. Sessions G, H & I
4:45 – 5:00 p.m. Adjournment
Evaluations

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ISM REGISTRATION FORM

Northeast Supply Management Group

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On Supply Chain Management

Name: ______________________________ C.P.M.: _____ APP:_____ ISM ID#:___________________________

Job Title: ____________________________ Company/Organization: ________________________________

Mailing Address: _______________________________ City: ______________ State: _____ Zip: ________

Phone: ________________________ Fax: _______________________ E-Mail: _____________________________

Circle Session Choices: 10:15 – 11:45 a.m.:
A  B  C

1:30 – 3:00 p.m.:
D  E  F

3:15 – 4:45 p.m.:
G  H  I

Fee (See Schedule Below): $______________ Group Discount Applies? _________________

Method Of Payment: Check Enclosed $___________ Credit Card (Please Circle): Visa  Amex  MC  Diner’s Club

Card Number: ______________________________ Cardholder’s Name (Print): ____________________________

Exp. Date: _______ (mm/yy) Amount To Charge: ___________ Cardholder’s Signature: ______________________

Fee Schedule: $175 for ISM Member; $200 for Non-ISM Member

Take an additional $10 discount per person when 10 or more individuals sign up from the same company, at the same time