

MATERIALS AND SUPPLY MANAGEMENT CONFERENCE 2009

*Sponsored by
ISM's Materials Management Group &
Purchasing Management Association of Cleveland*

*Monday, May 11, 2009 * 8:00 a.m. to 4:30 p.m.*

*John Carroll University, 20700 North Park Blvd., University Hts., OH
(Lombardo Student Center Conference Room)*

\$199 for ISM Members and \$239 for Non Members

Groups of 3 or more receive a 10% discount

Deadline to register – Thursday, April 30, 2009

**Hosted by Dr. Brad Hull, Professor of Logistics
Boler School of Business, John Carroll University**

SPEAKER

Dr. Ken Killen, C.P.M. is a very popular speaker and is a 20 year member of National Speakers Association. He has a way of adding the “light touch” to normally dry material. He can explain complex ideas in simple terms. This unique ability is the reason (over 40 years) for his popularity as a professor, speaker, and business trainer. From 1988 to 2003 he averaged presenting over 40 all day workshops per year. Besides the U.S., he has presented workshops in such international locations as: Bogotá, Caracas, Dubai, Jakarta, Kuala Lumpur, Mexico City, Penang and Singapore.

Before he began his teaching career, he worked for two major corporations, where he gained experience in general management, purchasing and transportation. He has since been a consultant to business, government, and health care organizations.

His management text (Published by Houghton Mifflin) was, also, published in Russia by the government when they were still under communist rule. He is co-author of: “Managing Purchasing: Making the Supply Team Work” and “Purchasing Manager’s Guide to Model Letters, Memos and Forms.” Killen is, also, co-editor-in-chief of the “Purchasing Handbook” (5th edition) He has written numerous articles on negotiations, business ethics, management and purchasing. Dr. Killen is the recipient of many awards, including:

- J. Shipman Gold Medal Award
 - NAPM Akron Speaker of the Decade
 - Ted Thompson Purchasing Educators Award
- Current Chair of ISM’s Materials Management Group.**

Professor Brad Hull is Professor at John Carroll University and Logistics Manager at the Port of Cleveland. – CSCMP, CFA, NEOIBN, TRF, CTRF, Decision Sciences Institute Organization Education chair of CSCMP, industry liaison for Decision Sciences Institute Organization.

PROGRAM

- 7:45 to 8:00** Registration / Continental Breakfast, Introduction
- 8:00 to 9:30** Lean Purchasing: How to Really Cut Cost
- The impact of savings on the bottom line
 - How to sell your cost reduction ideas
 - Your lean tool kit
- 9:30 to 9:45** Break, Snack
- 9:45 to 10:30** Lean Purchasing – continued
- How quality pays off
 - Identifying your three biggest cost drivers (an exercise)
 - Your cost cutting check list
- 10:30 to 11:00** A New Lean Transport Opportunity for the Materials Manager
(Dr. Brad Hull – Presenter)
- There is significant opportunity for regularly scheduled water transport service.
 - This new opportunity can reduce transportation costs up to 20% - 30%
 - The St. Lawrence Seaway route is faster than the current ocean routes.
- 11:00 to 12:00** How to Dramatically Reduce Inventory Cost
- Why most inventory reduction programs fail and how to prevent failure
 - Why carry inventory?
 - Fundamentals of inventory management
 - Secrets of inventory reduction
- 12:00 to 1:00** Lunch
- 1:00 -- 1:30** Inventory continued
- Fundamentals of inventory management
 - Secrets of inventory reduction
 - How to start a real inventory reduction program
- 1:30 -- 2:30** Materials Metrics
- Explain the value of metrics
 - Introduce critical supply metrics; and,
 - Help participants plan their own metrics purchasing and supply program
- 2:30 -- 2:45** Break, Snack
- 2:45 – 4:15** Negotiations Best Lessons
- The difference between winners and losers
 - Profile of a successful negotiator
 - Power in negotiations
 - Global negotiations – handling cultural difference
- 4:15 -- 4:30** Summary and Evaluation

Earn Seven Hours of Continuing Education Credit for Attending this Seminar

Refunds for cancellations will be issued up to 7 business days prior to seminar date

To register for this seminar complete form on the next page and email to Joe Ferritto at jferritto@applied.com

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Registration Information

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Complete and email to jferritto@applied.com

Name/Title: _____

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Company Name: _____

Address: _____

Phone #: _____

Fax #: _____

Email: _____

ISM Member Yes / No, ISM ID# (if known) _____

ISM Affiliate Name: _____