

Purchasing Management Association of Cleveland

P.O. Box 361777, Cleveland OH 44136-1777

Phone 216.521.6276 * Fax 216.255.6730 * Email info@pmac.org * Website www.pmac.org

Tuesday, May 15, 2007

8:00 a.m. to 4:30 p.m.

John Carroll University [map](#)
20700 North Park Blvd., University Hts., OH
Lombardo Student Center Conference Room

Seminar Agenda

(speaker agenda on following pages)

8:00 a.m.

Registration & Continental Breakfast

8:30 a.m.

Seminar begins

10:00 a.m. to 10:15 a.m.

Break

11:45 a.m. to 12:30 p.m.

Box Lunch / Beverage

2:00 p.m. to 2:15 p.m.

Break

4:30 p.m.

Conclusion of seminar

Registration Fees

(includes continental breakfast & box lunch)

PMAC / ISM Member \$ 189

***Non-members \$ 289**

**(Includes one year PMAC/ISM Membership -
\$195 value)*

Groups of 3 or more receive 15% discount!

Registration

Complete registration form on last page,
online www.pmac.org, email info@pmac.org,
or phone 216.521.6276.

Room Rates

Special rates have been negotiated at the Holiday
Inn-Beachwood. \$92 night (plus tax) (king or 2
doubles) Call 216.831.3300 or 1.800.holiday
identify yourself with **Group Code 2-PMA** or
Purchasing Management Association/JCU

The PMAC Educators present

Advanced Purchasing War College

Seminar

Featuring



R. David Nelson, C.P.M., JD

Chief Supply Chain/Strategy Office
HTC Global Services Inc.

**Program Moderator and Host Dr. Brad Hull,
John Carroll University**

Session Speakers

Dr. Ken Killen, C.P.M., Professor Emeritus, Cuyahoga
Community College and renowned speaker

Dr. Richard Pinkerton, C.P.M., Professor Emeritus,
California State University, Fresno

Sheila Petcavage, C.P.M., Associate Professor,
Cuyahoga Community College

Joseph V. Shannon, Owner / President, Profit Or Savings
Enterprise

Ron Aheimer, Commodity Manager, Progressive
Insurance

George Cull, Past President of NAPM-Akron

Rebecca A. Morgan, President of Fulcrum
ConsultingWorks Inc.

Who Should Attend

*This advanced symposium is for those supply managers
and buyers who are really serious about taking some
giant steps to make a significant contribution to their
organization.*

*Earn Seven Hours of Continuing Education Credit
for Attending this Seminar*

**THIS PROMISES TO BE THE BEST
EDUCATORS' PROGRAM YET!!!**

8:30-9:15 **Ron Aheimer, C.P.M, CPIM**, currently Commodity Manager for Progressive Insurance Co., is a veteran of over 25 years of purchasing and materials management experience in manufacturing.

Sourcing in a Service Industry Company

The parallels between sourcing in a service industry company and a manufacturing company are more than most people would think. This case history will show how his basic training in manufacturing has helped him to be effective in sourcing for a service industry company. Lessons learned will include the following:

- Specifications—they're not just for manufacturing raw materials
- Cross-functional teaming—tapping the knowledge of subject matter experts
- Sourcing Process—stick to the basics
- Negotiations—they are the same no matter what you buy -- it's the strategy that counts.

9:15-10:00 **Dr. Richard Pinkerton, C.P.M.**, was department chair and professor of marketing and logistics at California State University, Fresno. He is a former Dean of Business of Capital University and Lt. Colonel (Ret.) US Air Force. He is the co-author of *A Purchasing Manager's Guide to Strategic Proactive Procurement*. Dr. Pinkerton is also a consultant and seminar leader.

Buying Services: Taking the Mystery Out of the Statements of Work (SOW)

A Case History:

- Six common mistakes that buyers make
- Examples of how to write SOW
- How to monitor supplier performance.

10:15- 10:45 **George Cull** is past president of NAPM Akron where he doubled the membership in two years and started the first C.P.M. courses there. His work experience includes Sales for IBM, Marketing Manager and then Purchasing Director at Akro-Mils and VP of Sterling Mfg. George holds a BA from Dartmouth College.

Mending a Broken Purchasing System Through Ethical Standards -- A Case Study:

- Regaining competitive quotations -- Will the classic 3 bids do it?
- Building a reputation of trust with management -- "Trust but verify"
- Devising a fair procedure to insure loyal sources and maximum profit.

10:45-11:45 **R. David Nelson, C.P.M., JD.**, was a corporate officer for Delphi, John Deere, Honda and spent 30 years at TRW in such departments as purchasing, quality, and sales and marketing. Mr. Nelson is a very popular and busy speaker and has spoken world-wide on supply management. Dave is an author of a number of books and articles on supply management. He is a past president of ISM and still serves on their board. He won the J. Shipman Gold Metal in 2006, ISM's highest honor.

The Ins and Outs of Global Sourcing -- A Case Study:

- How to find the best global sources
- How to qualify them
- How to keep tabs on quality and price
- Tips on dealing with currency exchange and insuring on time deliveries.

12:30--1:00 ***Morning Speakers Panel Q&A***

1:00- 2:00 **Sheila Petcavage, C.P.M., MBA**, is an Assistant Professor of Purchasing and Business Management at Cuyahoga Community College Western Campus. Sheila has over 15 years of experience in purchasing, operations management and inventory control. She is also editor-in-chief of ISM Materials Management News.

Joe Shannon, President of PO\$E (Profit Or \$avings Enterprise), has had many years of experience in industrial traffic management both as a consultant and a practitioner. For over 30 years, Joe has been an adjunct professor of purchasing and transportation at Cuyahoga Community College Western Campus.

Cross Functional Approach to Purchasing and Transportation – A Case Study:

- Purchasing and transportation prior to cross functional approach
- How our cross functional program vastly optimized purchasing and transportation
- Purchasing role in managing and reducing freight cost
- Benchmark practices guaranteed to lower transportation cost
- Example and benefits from this case that you can use

2:15-3:00 **Rebecca A. Morgan, President of Fulcrum ConsultingWorks Inc.**, is a manufacturing strategy consultant. Ms. Morgan's thirty years experience spans operations, supply chain management, accounting systems, information systems, strategic planning, consulting and academe. Ms. Morgan has BA and MS degrees in Economics and additional post-graduate work in Business Administration.

A Supply Chain Managers Guide to Strategic Purchasing OR How to be on top of things instead of having things on top of you! A Case Study

- How to plan your purchasing strategy for the next three to five years
- Integrating purchasing with operational objectives
- Purchasing as strategic advantage

3:00-4:00 **Dr. Ken Killen, C.P.M.**, is a former professor of purchasing and management at Cuyahoga Community College. He has published almost 200 articles and is author and co-author of four books and was co-editor-in-chief of the Purchasing Handbook (5th edition). Ken now chairs ISM's Materials Management Group. During the last 40 years he has presented many workshops in and outside the US. Dr. Killen was the 1990 J. Shipman Gold Metal Award recipient, ISM's highest honor.

Winning Upper Management Support - A Case Problem:

- Why Upper Management support is VITAL
- What the pay-off is
- What should purchasing report
- How should they report it

4:00-4:30 Afternoon Speakers Panel Q&A

----- Registration Form – Seminar May 15, 2007- -----

Purchasing Management Association of Cleveland
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Register online, e-mail, fax or mail
Deadline: Tuesday, May 1, 2007
Phone: 216.521.6276 * Fax: 216.255.6730
PMAC / ISM ID Number _____

Name _____ E-mail _____

Company _____ Phone () _____ Fax () _____

Address _____ City, State, Zip _____

***Cost: \$189 PMAC / ISM Members * Includes continental breakfast & lunch * \$289 Non Members**
*Groups of 3 or more deduct 15% off total amount

Make check payable to: PMAC, P.O. Box 361777, Cleveland, OH 44136-1777

Credit Card # _____ Expiration _____
(MasterCard, Visa, American Express)

NOTE: Refund will be issued for cancellations received 7 business days prior to the seminar date.