



ISM – New Jersey Supply Management Forum 2010: Sustainability

Wednesday, March 3, 2010

*The Bridgewater Marriott Hotel
700 Commons Way, Bridgewater, NJ*

7:30 AM – 4:00 PM



ISM—New Jersey, Inc.



ISM – NJ Supply Management Forum

7:30 a.m. Registration and Continental Breakfast

8 a.m. Opening Remarks – Thalia Adams-Waingarten, C.P.M., A.P.P., Communications Director

8:05 a.m.

Introduction on Sustainability

Sean Handley, Assistant Professor, Rutgers University

As a prelude to the panelist discussion on sustainability, we will view a brief segment from the April 2008 ISM Satellite Seminar on "Supply Management's Role in Sustainability". This segment will provide an overview on the concept of sustainability and serve as a refresher on ISM's principles on sustainability and social responsibility.

Panelist Discussion

Shelley Stewart, Jr., Chief Procurement Officer, Tyco International, Quentin Roach, Chief Procurement Officer, Bristol Myers Squibb and Bruce Vahjen, Vice President, PepsiCo
Facilitator: Sean Handley, Assistant Professor, Rutgers University

With intense global competition, supply management organizations face increasing pressure to deliver continuous improvement in the areas of cost, quality, flexibility, reliability, and innovation. In the face of such pressures, procurement executives must also find the appropriate place of sustainability on corporate agendas. During this panel discussion, we will hear from three procurement executives on how their organizations have developed and maintained sustainability initiatives. These leaders will also weigh in with their thoughts on the future role of sustainability in supply chain management.

10:00 – 10:15 a.m. – Break

10:15 – 11:45 a.m.

Ways to both Hunt and Fish in the Supply Chain to create opportunities for Sustainability.

Dr. Helen Eckmann, Assistant Professor of Business, Chapman University College/Brandman University

Fishing for Sustainability is developing the processes within a "closed pond" of the resources that we are already currently using. Fishing begins with process improvement – how do we improve the ways we are doing business right now to create more sustainability of raw materials, efforts of personnel while using less of our capital? This includes the four "R's" of Recycle, Reuse, Reclaim and Rethink.

Hunting for Sustainability is developing "Blue Ocean" opportunities for sustainability; this is the innovative piece of looking for entirely new ways to use fewer resources. Hunting for sustainability is going way beyond compliance is looking for fresh ideas to promote the environment, people and profits. Hunting often requires new and innovative collaborations between suppliers and customers up and down the supply chain.

Noon – 1 p.m. – Networking Lunch

1:15 p.m. – 2:15 p.m.

How to Effectively Utilize your Logistics Providers to Support your Sustainability Efforts

Rennie Alston, Senior Vice President, American River International & President, American River Brokerage Services, Ltd.

- How a more effective Logistics Operation can identify hidden costs and provide both, "Hard and Soft" savings.
- Hard Savings – through re-negotiation of all carrier rates, Ocean rates, (steamship lines), Airline rates, (airfreight) and Domestic Trucking Lanes.
- Soft Savings – process improvements through development of new SOP's. Re-allocation of resources.
- Supply Chain Review to determine operational efficiencies to improve process and reduce costs
- Education and Training to optimize your company's preparedness for regulatory changes and ability to meet informed compliance management.
- Self policing- Internal reviews to maintain successful supply chain management.
- Risk Management Review to determine most effective use of resources:
- Determining most efficient method of handling inventory.
- Review of strategic global partnerships (overseas manufacturing) to determine best allocation of Capital.

2:15p.m. – 2:30 p.m. – Break

2:30 p.m. – 3:30 p.m.

REDUCE, REUSE, RECYCLE: How To Achieve Sustainability in Your Supply Chain

Dr. Kevin Lyons, Chief Procurement Officer/ Executive Director, Purchasing Department
Research Professor, Supply Chain Environmental Archeology, Rutgers University

The world's environment, supply chains and purchasing are tied together. Economically responsible purchases can be made that conserve energy and other natural resources. "Green Purchasing" minimizes negative environmental effects through the use of environmentally friendly products and practices. It is also a way of adding environmental considerations to the price and performance criteria that businesses use to make purchasing decisions, while attempting to identify and reduce the environmental impact and to maximize resource efficiency. Rutgers utilizes this concept in its RFP/ contract climate criteria, green building, fleet, transportation and other areas. Dr. Lyons has worked with corporations, national and international organizations and governments to research and implement similar programs. This presentation will provide information and examples of what you can do to 'green' your own supply chain!

3:30 – 4:00 p.m. – Wrap-up and Closing Remarks

Featured Speakers

Rennie Alston has provided his professional services in international trade for the past twenty-three years. His career began in 1980 at United Customs Inc., providing Customs brokerage field services. During his ten-year stint at United Customs, he moved up the ladder through the Customs brokerage operation to the import manager position. Rennie, a licensed Customhouse Broker, has provided services as a professional educator on topics such as import regulations and documentation, Customs entry preparation, Customs brokerage license preparation, Duty Drawback and export compliance at the World Trade Institute at Pace University for the past twenty years. In 1990, he served as the International Import Manager for the Wilson Group. Rennie was named the National Customs Brokerage Advisor for Nippon Express USA inc., where he served for nearly a decade providing national Customs regulatory expertise to over twenty-two national brokerage operational facilities. Rennie has offered several papers and written pieces on import and export trade over the past ten years. In 1995, he became the CEO/President of the Alston Group International Trade Consultants, a private international trade management and development firm specializing in educational services and consultation. Through auspices from the Academy for Educational Development in Washington, D.C., Rennie has provided training to the Customs agencies of Armenia and the Republic of Georgia, India, Nepal, Brazil, and Guyana on U.S. Customs Regulations and Procedures. Rennie is currently a senior vice president of American River International and president of American River Brokerage Services, Ltd.

Dr. Helen Eckmann is an Assistant Professor at Chapman University/Brandman University in Irvine, CA. Dr. Eckmann is responsible for the Sustainability, Innovation, Leadership and Ethics Programs in their MBA program. She is also the owner of James L. Consulting. In this capacity she and her team of six assist Fortune 100 & 500 organizations in innovation, sustainability, leadership and executive coaching. In this capacity Helen was awarded San Diego Woman Business Owner of the year by the National Association of Women Business Owners (NAWBO). Helen received her doctorate in Leadership from the University of San Diego in 2003. Helen is on the Editorial Review Board for Inside Supply Management Magazine. She has published in Sustainability, Innovation, Leadership and Ethics. She has coauthored three books. She is married with four children. Helen is a survivor of breast cancer.

Dr. Kevin Lyons is Chief Procurement Officer and Executive Director of Purchasing and a Research Professor in Supply Chain Environmental Archeology at Rutgers University, where he is responsible for all procurement and contracting. He also conducts research on developing and integrating environmental, social, economic and ethical criteria into supply chain systems and processes. Dr. Lyons is involved in an extensive environmental archaeological research project, Supply Chain Archeology, involving consumption patterns, product design and waste impacts. He also teaches several courses at Rutgers relating supply management to environmental concerns. He is the author of many articles and books, including Buying for the Future: Contract Management and the Environmental Challenge. Dr. Lyons received his doctorate from the University of Sunderland in Sunderland, England.

Quentin Roach is a global business leader who is recognized for his innate and proven ability to develop and implement strategic plans while building top-producing teams that span multiple continents. As a senior level executive, he serves as a catalyst for positive change and growth, offering a wide-range of experience in healthcare, pharmaceutical, medical device, and automotive industries. He is currently Senior Vice President & Chief Procurement Officer at Bristol-Myers Squibb, where he is responsible for global leadership of supplier relationship management, companywide sourcing & procurement expenditures, working capital-payables leadership, and implementation of supply chain strategies. He was previously with Bausch & Lomb Inc., where he held positions as Vice President – Global Customer Strategy, Vice President – Global Supply Chain/Global Sourcing & Procurement and Vice President – Global Packaging Engineering. His prior work experience includes responsibilities as Chief Procurement Officer and Director of Operations for Strong Health/The University of Rochester, and positions in purchasing, engineering, operations management, sales & marketing planning and quality at Delphi Corporation and General Motors Corporation. Quentin holds a Master of Science in Engineering Management of Technology from Arizona State University. He completed his Bachelor of Science in Industrial Engineering from Purdue University. As a lifelong learner, Quentin has completed Executive Development Programs through both the Thunderbird (The American Graduate School of International Management - Garvin School of Management) International Consortium and Columbia University. Quentin has been involved in a number of organizations and boards, including: the National Board of Directors for the National Black MBA Association, Arizona State University's W.P. Carey College of Business - Advisory Board, The Institute for Supply Management – Editorial Review Board, Garth Fagan Dance Company, The Center for Youth Services, and the National Advisory Board for the Arts Visitation Program. He was named as a recipient of the Rochester Business Journal's "40 Under Forty" - recognizing the top 40 young leaders for achievements in professional and civic leadership.

Featured Speakers

Shelley Stewart, Jr. is Senior Vice President of Operational Excellence and Chief Procurement Officer at Tyco, where he leads Tyco's lean six sigma, information technology, real estate, trade compliance and supply chain initiatives across the company. Shelley is responsible for 13 billion dollars in procurement spend, 500 million dollars in IT costs, and leads cross divisional teams in an effort to reduce cost and increase efficiency throughout Tyco. Prior to joining Tyco Shelley was Senior Vice President of Supply Chain Management at Invensys plc, headquartered in London. In this position, Mr. Stewart provided leadership for the strategic sourcing as well as having overall responsibility for lean operational excellence. Before Invensys, Shelley was Vice President of Supply Chain Management with the Raytheon Company, joining them after 18 years with United Technologies Corporation, where he held numerous senior level supply chain and operational positions. Mr. Stewart is Chairman of the Board of Directors for the Institute for Supply Management (ISM), the visiting Board of Directors at Howard University's School of Business and Howard's Supply Chain Advisory Board. He is also a member of Purchasing Magazine's Editorial Advisory Board and the Northeastern University Corporation. Locally, Shelley is an active participant of the Board of Directors for The Boys and

Girls Club of Trenton/Mercer County. Shelley is a co-author of "Straight To The BottomLine™: An Executive's Roadmap to World Class Supply Management," (J.Ross Publishing). He holds a Master's Degree in Business Administration from the University of New Haven and both a Bachelor's and Master's Degree of Science in Criminal Justice from Northeastern University.

Bruce Vahjen has been with PepsiCo for over 30 years. He is currently Vice President of Procurement Operations for PepsiCo Global Procurement. Bruce joined PepsiCo after a short stint with Raytheon Medical Products and has held positions of increasing responsibility in research, project management, sales, marketing and procurement. Bruce has a MS degree in Environmental Science from the State University of New York and a Masters in Computer Science from Polytechnic University. Bruce is currently responsible for Sustainability, Raw Material Safety, Systems and Independent Bottlers for Global Procurement.

7 CEU Hours will be awarded to each participant



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**institute for
supply management**

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REGISTRATION INFORMATION

Registration deadline February 26, 2010

Registration Fees:

	*Member	Non-Member	Group Rate (3+ from same organization)
Early Bird – Received by 2/19/10	\$250	\$300	\$240
Received after 2/19/10	\$300	\$350	\$275

*Member rates include ISM-NJ, ISM, NAPM, APICS

Cancellation & Refunds: Registrations may be cancelled 7 days prior to conference and will be refunded by original payment method. There will be no refunds for cancellations received within 7 days of the conference date.

Hotel Accommodations: Contact The Bridgewater Marriott Hotel @ 908-927-9300 to arrange hotel accommodations.

REGISTRATION FORM

Please register me for the ISM-NJ Supply Management Forum Wednesday, March 3, 2010

Name: _____ Title: _____
Company: _____ Phone: _____
Address: _____ Fax: _____
City _____ State: _____ Zip: _____
E-Mail: _____

Member Non-Member Group Rate

Method of Payment:

Visa MasterCard American Express Discover

Credit Card # _____ Expiration Date _____

Cardholders Name (print) _____ Amount to be charged \$ _____

*Please photocopy this form for additional registrations as needed – Registration deadline February 26, 2010
Confirmation and directions will be emailed one week prior to conference.*

ISM – NEW JERSEY, INC.

Kathleen Perna, Executive Director

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