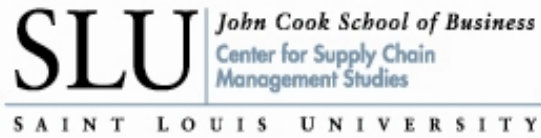


St. Louis Chapter



Present a One Day Seminar in *Supply Chain Management*

This workshop will provide the participants with the ability to:

- Identify the necessary requirements for selecting a strategic supply chain partner
- Develop a mutual payback for each key collaboration established
- Understand the dangers of over-rationalization of customers and markets
- Build an environment where both internal and external partnerships are leveraged to build a common value for the customer
- Match the needs of their specific industry to the types of collaboration available
- Benchmark versus the accomplishments of successful global supply chains
- Establish a Collaboration Dashboard to best measure the motivation and performance of a Supply Chain partnership

Achieving Collaboration in Global Supply Chains

In order to achieve success in today's global markets, a well-organized, customer-focused, supply chain network is called for that is capable of leveraging the core talent and capability of each member of its makeup.

In the process of trying to achieve the flexibility required to meet the changing demands of their customers, organizations are looking to become more consolidated in their supply chain designs. This important change in corporate strategy requires that any flow of products and information passes through as few entities as is possible.

This "lean" approach allows for improved shipment performance, increased customer service, and, controlled costs, all of which con-

tribute to a shared benefit for all supply chain partners. But this "coordination" has to start with the mutual "commitment" of the key partners. This step



Featured Speaker:

**David T. Jankowski,
CFPIM, CSCP**

is where many companies stumble and fail to achieve the true partnership gains that collaboration provides.

This workshop is designed to be inter-active

in order to have all participants become aware of the correct approach to take in building the framework of a collaboration strategy. From this strategic outline, the class will be taken through a series of scenarios where they will be faced with supply chain challenges that can only be solved by the choice of the best partnership approach possible to achieve the desired result. Once the partnership has been identified and established, the class will move into the challenges of the day to day execution of the collaboration. The students will finish up by constructing the best methods to evaluate the results of the partnership through the creation of a mutual balanced scorecard.

Date: Wednesday April 14, 2010

Schedule: 7:45 AM - 8:15 AM
Registration

8:00 AM - 8:15 AM
*Chapter Remarks, Intro
Handout Materials*

8:15 AM - 12:00 PM
Morning Session

12:00 PM - 1:00 PM
Lunch

1:00 PM - 4:00 PM
Afternoon Session

4:00 PM - 4:30 PM
Q&A

Cost: \$295
*(Includes continental
breakfast, lunch, and
seminar workbook)*

Who Should Attend: Supply chain directors, planners, purchasing agents, buyers, outsourcing specialists, transportation specialists, operations management professionals, materials engineers, new product engineers, product marketing professionals, academicians, and all students of the supply chain!

Location: Sheraton – Westport
Plaza Tower
900 Westport Plaza
St. Louis, MO 63146

Reservations: e-mail:
reservations@apics-stlouis.com
or call Karen at 636-343-8877

Reservations due by 5:00 pm on Thursday
April 8, 2010

About David Jankowski . . .

David T. Jankowski, CFPIM, CSCP, is a supply chain management professional with proven leadership skills and a commitment to lifelong professional education. His experience emphasizes successful implementation of Enterprise Resource Planning (ERP) and enhanced commercial best practices in a variety of business organizations, with proven skills in technical systems analysis and design.

Dave has hands-on materials, logistics, and production and inventory control management experience of over thirty years, as well as recent consulting experience. He is an accomplished public speaker and college-level educator in the APICS body of knowledge of master production scheduling and strategic planning. His demonstrated training expertise is in ERP software solutions, supply chain management, just-in-time inventory management, and materials management.

Dave is a Certified Master-Level Instructor for APICS, the Association for Operations Management, and has facilitated and directed teams in leadership training for both non-profit and public organizations. He has spoken to audiences on various topics at conferences and dinner meetings on local, regional, and international levels. A past APICS Region 9 Vice President, Dave is also on the board of the APICS Schuylkill Valley Chapter as President and Instructor.

For the past sixteen years, Dave has been involved in the leadership of Congress for Progress, the annual Mid-Atlantic regional education conference for APICS, and is currently on the Programs team. Dave is the principal owner of DT Jankowski & Associates of Reading, PA, which provides consulting and customized education. He lives with his wife, Kim, in Exeter Township, Reading, PA.