

Links in the Supply Chain Negotiating on a COST basis

On February 06 and 07, 2008, the APICS Rochester Chapter will sponsor a **full day negotiation seminar** led by Robert Menard, a nationally renowned supply chain authority, speaker, and trainer.

Menard's seminars shine with energy, enthusiasm, humor, and interactivity. The exact content is being developed in concert with chapter interests. Negotiating on on the basis of Total Cost of Ownership, with internal and external customers, and identifying hidden costs in the supply chain will be major themes.

The Voice of the Customer



Robert Menard

According to Menard, "The top request from participants over the years is to be more comfortable, confident, and competent in negotiatin skills." This seminar will absolutely do this and more.

To register go to www.apicsr.org

More details will be available soon. Meanwhile, contact Bob with your input of topics you'd like to see covered in a negotiation program

When Tuesday, February 06, PDM address and Wednesday, May 10, 2007 seminar from 8:00 AM to 4:00 PM

Where Warshof Conference Center

Why Increase comfort and skill in negotiation, and vastly improve results

How much \$295 for members and \$345 for non members

Who Anyone in supply chain management will benefit by attending

Contact Bob at 214.513.8484 or email at RobertMenard@RobertMenard.com

Bob Menard has delivered over 2,000 seminars and talks for clients in the US and abroad such as:

Professional Associations

- APICS chapters in
 - Twin Cities
 - New Orleans
 - Dallas
 - Nashua
 - Santa Rosa
- Institute for Supply Management (formerly NAPM) affiliates in
 - Dallas
 - Mid-Ohio Valley
 - Fort Worth
 - Rhode Island
 - Central Texas
 - Maryland
- American Purchasing Society
- American Management Association
- Warehouse Education and Research Council

Corporations & Trade Associations

- Fabcon, Inc
- Aerojet Corporation
- Cabot Microelectronics
- Burlington Northern Santa Fe RR
- Manufactured Concrete Products Exposition
- Lehigh Pacific Cement
- Atofina Petrochemicals (France)
- Schlumberger Oil Field Services
- Energia Petrobas (Argentina)
- Gourmet Award Foods
- Canadian Precast/Prestressed Concrete Institute
- United Rentals
- Portland Cement Association
- Sealants, Waterproofing & Restoration Institute
- Reynolds, Inc.

Public Sector

- Parkland Hospital
- Alabama Governor's Conference
- University of Texas
- Dormitory Authority of State of NY
- City of San Antonio