

For the Construction and M+E Product Supply Industry ONLY

Supply Chain Realities

Making Supply Chains Work for Product Suppliers

Thursday 29 November 2007

EAST MIDLANDS

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Carillion



Tony Gale
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MACE



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Head of Procurement
N G Bailey



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Head of Supply Chain
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Supply Chain Realities

The issues

Supply chain management is alive and well . . . or is it? Not according to many manufacturers and suppliers of products, materials and systems. For many already involved, the gap between theory (long-term profitable business) and practice (what happens in reality), is a concern.

As more major contractors fine-tune their supply chains, it is important for the products sector to understand how to establish profitable working practices within the team.

This applies equally to suppliers already involved and those who want to be.

This seminar will provide an assessment of how supply chain management is supposed to work, what is happening in reality, and the lessons for the product supplier.

The benefits of attending this seminar

This seminar will address major issues that directly affect suppliers:

- ▶ How and when decisions are made for products in supply chains
- ▶ Why supply chain management theory and practice sometimes collide
- ▶ What influence suppliers can bring to product selection
- ▶ What to do if competitors are already in the supply chain
- ▶ Building profitable long-term supply chain relationships

Who should attend?

Sales teams from manufacturers and suppliers of construction, H+V and M+E products, materials and systems:

- ▶ External and Internal Sales Teams
- ▶ Marketing Departments
- ▶ Sales and Marketing Managers or Directors
- ▶ Key Account Managers
- ▶ Business Development Managers

Programme

1000 - 1600

Welcome and Introduction

- ▶ Summary and objectives of the day's programme

Richard Blakesley and Brian Boley - Howitt Consulting

Carillion - A Major Contractor's SCM Strategy

Carillion's SCM Director outlines the issues supply chain members need to address, including:

- ▶ Delivery
- ▶ Health and safety
- ▶ Continuous improvement
- ▶ Supply chain management integration, innovation and co-operation
- ▶ Sustainability

Adrian Davies - Supply Chain Director, Carillion

MACE - SCM in Construction and Project Management

A MACE Project Manager will outline the company's role in the choice of products and materials in the supply chain:

- ▶ How Project Management specialists work with the client
- ▶ The design and construction processes in project management
- ▶ The supply chain
- ▶ The specification of products, materials and systems

Tony Gale - Senior Project Manager, MACE

SCM and the Specialist Contractor

The main contractor will often pass product procurement to specialist sub-contractors:

- ▶ Supply chain management - N G Bailey's policy
- ▶ How supply chain management works in practice
- ▶ Can specialist contractors change specified suppliers to their own preferred suppliers?
- ▶ What influences the choice of suppliers in a supply chain?

Ian Heptinstall - Head of Procurement, N G Bailey

SCM and the Major Distributor

Wolseley's Sales Director will show how the UK's leading plumbing and building merchant has responded to supply chain management issues:

- ▶ How are major distributors getting involved in supply chains?
- ▶ What are the implications for suppliers?
- ▶ What do suppliers need to do to become involved?

Matt Nichols - Sales Director, Wolseley UK

SCM and the Buying Department

The Buying Department has traditionally had strong influence on product procurement - usually on lowest price:

- ▶ Has supply chain management changed the traditional role of the buyer?
- ▶ How does the buying function operate in a supply chain?
- ▶ Is it still always about bottom price?
- ▶ What do suppliers need to do to win or retain business?

Nigel Hemsall - Head of Supply Chain, Crown House Technologies (Laing O'Rourke)

Summary and Implementation

- ▶ Summary of the key themes of the day
- ▶ Implementation by delegate companies

Richard Blakesley and Brian Boley - Howitt Consulting

Seminar Information

Date: Thursday 29 November 2007

Timings: 1000 - 1600

Location: East Midlands

Costs per person (+VAT):

1 reservation	£375.00
2-3 reservations	£345.00
4+ reservations	£315.00

Reservations

Please enrol the following delegates for this event:

Name

1 4
2 5
3 6

Authorising Executive:

Company:

Address:

.....

.....

Tel: Email:

Invoice to be sent to (*please provide email address*):

.....

Please post, fax or email to:

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TERMS AND CONDITIONS

Invoices are raised on confirmation of reservations and are payable within 10 days. Full fees are payable for cancellation within 28 days of the event. Substitutes can be made at any time without cost. The organisers reserve the right to change the programme or contributors, if necessary.