

Prime Advantage Fall Conference 2009 Conference Agenda

Tuesday, October 27, 2009

Time	Activity	Location	
10:00am	Registration Desk Opens	Lobby	
1:30pm-3:00pm	Benchmarking Sessions		
	“Negotiating Philosophies: Defining the End Game” (1:30pm-2:15pm)	“Purchasing Tools of the Trade” (2:15pm-3:00pm)	Clements
	“So You Think You Want to Hedge” (1:30pm-2:15pm)	“Attract and Keep Great Employees” (2:15pm-3:00pm)	Brown
4:00pm-5:00pm	First Time Attendees Meeting	Grand Ballroom A	
5:00pm-6:30pm	Supplier Only Meeting All Supplier Attendees are required to attend this meeting!		
	Member/Supplier Joint Session Stimulus Scorecard and Expectations: What’s Working for Manufacturers? Speaker: Tom Murphy, EVP, RSM McGladrey		
5:30pm-7:30pm	Member Only Meeting All Member Attendees are required to attend this meeting!		
6:45pm	Registration Desk moves to Reception Area	Grand Ballroom B&C	
7:30pm-9:30pm	Welcome Reception** — meet and greet your Member & Supplier friends. Heavy hors d’oeuvres served.		

Wednesday, October 28, 2009

Time	Activity	Location
6:00am-8:00am	General Breakfast	Breathitt
6:45am-8:15am	Supplier Breakfast When the Selling Gets Tough, the Tough Get Selling Speaker: Sean Leahy, President, Vantage Group	Grand Ballroom C
6:45am-8:15am	Member Breakfast: Purchasing Networking Session “How to Communicate Procurement’s Goals Effectively: What Top Executives Find Works” Panelists: Mike Curtis , VP Operations, Wilbur Curtis Company Rio DeGennaro , Vice President, Cres Cor Steve Romanelli , President/COO, Core Pipe Products, Inc.	Grand Ballroom A
8:30am-10:10am	One-on-One Member / Supplier Meetings (Suite Meetings) – Please be prompt!	Supplier Suites
8:30am-4:00pm	Executive Summit	Clements
10:10am-10:30am	Morning Break	4 th Floor
10:30am-12:10pm	One-on-One Member / Supplier Meetings	Supplier Suites
12:10pm-1:10pm	Lunch	Grand Ballroom A
1:10pm-2:30pm	One-on-One Member / Supplier Meetings	Supplier Suites
2:30pm-2:45pm	Afternoon Break	4 th Floor
2:45pm-4:10pm	One-on-One Member / Supplier Meetings	Supplier Suites
4:10pm-5:00pm	Supplier Bonus Time	Supplier Suites
6:00pm-9:00pm	Prime Advantage Awards Banquet** <i>Halloween Attire (costume or black and orange)</i>	Grand Ballroom A

Thursday, October 29, 2009

Time	Activity	Location
6:00am-8:00am	Supplier Breakfast	Grand Ballroom C
6:45am-8:15am	Breakfast Session: Metals Outlook 2010 Speaker: Markus Moll , Managing Director & Senior Analyst, Steel & Metals Market Research GmbH	Grand Ballroom A
8:30am-10:10am	One-on-One Member / Supplier Meetings – Please be prompt!	Supplier Suites
8:30am-12:00pm	Executive Summit	Clements
10:10am-10:30am	Morning Break	4 th Floor
10:30am-12:10pm	One-on-One Member / Supplier Meetings	Supplier Suites
12:10pm-1:10pm	Lunch	Grand Ballroom B&C
1:10pm-2:30pm	One-on-One Member / Supplier Meetings	Supplier Suites
2:30pm-2:45pm	Afternoon Break	4 th Floor
2:45pm-3:55pm	One-on-One Member / Supplier Meetings	Supplier Suites
3:55pm-4:30pm	Supplier Bonus Time	Supplier Suites
4:45pm-5:15pm	Conference Closing Session – Rebate checks distributed! A minimum of one representative per company required	Grand Ballroom B&C

Friday, October 30, 2009

Time	Activity	Location
7:15am Departure	Prime Advantage Golf – Meet at the lobby at 7:15am for a shotgun start at 8:30am. Lunch will be included at the Club House after the golf concludes.	Covered Bridge Golf Club

** Registered guests are invited (guest badge required)