



Global Manufacturing Series

- Success stories – how are your peers competing globally – ten case studies
- Procurement strategies of multinational companies – how is the global landscape driving their procurement activities and how you can leverage your position in the supply chains of your customers
- Strategic alliances – how are businesses in the U.S., Europe and Asia collaborating successfully
- Free or low-cost resources – how to tap into considerable, widely unused resources that are available to U.S. manufacturers at little or no cost

Attendees will graduate from the series ready to apply proven strategies and operational tactics that will enable them to change the direction of their business for success in global markets. Reservations are available for individual programs or the entire series.

The ITCC and the TMA are not-for-profit organizations and all proceeds are used solely to cover the cost of ITCC and TMA activities. The ITCC and TMA appreciate the efforts of the volunteer conference planners and speakers.

CONTINUING EDUCATION CREDIT

The ITCC Seminar Series is licensed by the Illinois Department of Professional Registration for Continuing Education Training. Please indicate whether a certificate of attendance is desired when you make your reservation. Each program will provide four hours of CE training or 20 hours for the entire series.

Programs will run from 8:00 a.m. until 12:00 p.m.
Northwestern University Thorne Auditorium, 710 N. Lake Shore Drive, Chicago, IL

January 27 – Target Your Domestic and Global Markets: the foundation for your success
February 10 – Effective Business Strategies and Best Practices: making them work for you
February 24 – Partnering for Success: the mechanics of collaborative strategies
March 9 – Global Supply Chain and Its Influence on the Business Model: what link are you?
March 23 – Developing and Executing Your Action Plan: the mechanics of a global presence

For more information and registration go to www.itcc-tma.org
Or contact ITCC executive director Aldo Caronia at 312-368-9197 or execdir@itcc.org

Presented by



in collaboration with the Chicago-Cook Business Center, Illinois Trade Office-Department of Commerce & Economic Opportunity, Illinois Institute of Technology Manufacturing Programs, Kellogg Alumni Club of Chicago



Agenda

Programs will run from 8:00 a.m. until 12:00 p.m. followed by informal networking
Northwestern University Thorne Auditorium 710 N. Lake Shore Dr., Chicago, IL

Series Moderators

Michael Hetzel, VP/Americas, Pro QC International – moderator Seminars I, III, IV, V
Randy Rollinson, President, LBL Strategies, Ltd. – moderator Seminar II

Seminar I – Tuesday, January 27, 2004

Target Your Domestic and Global Markets: The Foundation for Your Success

- A scan of domestic and global markets – a review of Asian, European, Latin American and NAFTA markets and of growing markets in the U.S.
- Marketing on value rather than price
- Government support options and successful exports from the Chicago area

Presenters / Marketing Experts – Seminar I

Steve Adolph, international marketing consultant
Julie Roth, senior marketing executive
Bill Colaianni, international marketing consultant

Seminar II – Tuesday, February 10, 2004

Effective Business Strategies and Best Practices: Making Them Work for You

- Effective domestic and global strategies (export, outsource, operations)
- Individual solutions

Presenters / Company Case Studies – Seminar II

Dial Tool Industries, Inc., Addison, IL
Steven Pagliuzza, President

Pro Mold & Die, Roselle, IL
David Long, Vice President

Winzeler Gear, Harwood Heights, IL
John Winzeler, President



Agenda (continued)

Programs will run from 8:00 a.m. until 12:00 p.m. followed by informal networking Northwestern University Thorne Auditorium 710 N. Lake Shore Dr., Chicago, IL

Seminar III – Tuesday, February 24, 2004

Partnering for Success: The Mechanics of Collaborative Strategies

- Details and mechanics of collaborative strategies, including JVs, alliances and consortia.
- Panel of four industry practitioners/manufacturers presenting case studies of each type of collaborative solution

Presenters / Company Case Studies – Seminar III

Buhrke Industries, Inc., *Arlington Heights, IL*
Michael Chester, President

B-TEK Scales, LLC. (a joint venture of Brechbuhler Scales Inc. and Societa Coop Bilanciai), *Canton, OH*
Charles Bernardini, Counsel, Societa Coop Bilanciai

International Refining & Manufacturing Co. (IRMCO), *Evanston, IL*
Brad Jeffery, Executive VP and Owner

Seminar IV – Tuesday, March 9, 2004

Global Supply Chain and Its Influence on The Business Model: What Link Are You?

- The global supply chain and its influence on the business model
- Issues of global image and global reach defined

Panel of three industry practitioners/manufacturers, including a major global player, presenting global supply chain and purchasing strategies

Presenters / Company Case Studies – Seminar IV

DuPont Engineering Polymers, *Wilmington, DE*
Cliff Dykes, Global Transactional Excellence Program Manager

North American Tool Corporation, *South Beloit, IL*
Bernie Bowersock, Senior Vice President, Sales and Marketing

Winzeler Gear, *Harwood Heights, IL*
John Winzeler, President



Agenda (continued)

Programs will run from 8:00 a.m. until 12:00 p.m. followed by informal networking Northwestern University Thorne Auditorium 710 N. Lake Shore Dr., Chicago, IL

Seminar V – Tuesday, March 23, 2004

Developing and Executing Your Action Plan: The Mechanics of a Global Presence

- Developing and executing your action plan
- Panel of three industry practitioners/manufacturers presenting their results as case studies

Presenters / Company Case Studies – Seminar V

Dial Tool Industries, Inc., Addison, IL

Doreen Huro Michelini, VP-Global Operations

Product Development Technologies, Inc., Lincolnshire, IL

Ray Wiltgen, Partner

International Components Corporation (ICC), Chicago, IL

Stuart Oakes, Executive Vice President/Board Member

Additional presenters to be announced (visit www.itcc-tma.org for updates).

Registration Fee

REDUCED FEE FOR THE BALANCE OF THE SERIES (SEMINARS III-V)

\$175.00 ITCC - TMA - FMA Members \$250.00 Non-Members

FOR INDIVIDUAL SEMINARS

\$75.00 ITCC - TMA - FMA Members \$100.00 Non-Members

Register online for the full Series or individual seminars at www.itcc-tma.org/registration.html

For more information go to www.itcc-tma.org

Or contact ITCC executive director Aldo Caronia at 312-368-9197 or execdir@itcc.org

Presented by



in collaboration with the Chicago-Cook Business Center, Illinois Trade Office-Department of Commerce & Economic Opportunity, Illinois Institute of Technology Manufacturing Programs, Kellogg Alumni Club of Chicago