



Hamilton Chapter

Does management of your supply chain give you a strategic weapon that can provide value to your customer, give you an advantage over your competitors, and improve results for your stakeholders? Is your Executive Team fully engaged in setting the right (i.e., best) direction of your supply chain strategy and making sure it aligns with all other enterprise goals and objectives?

Attend our Executive Night to learn of areas that you can improve your business to make sure your supply chain arrows are correctly aiming at a strategy bulls-eye.

April 27, 2017

Executive Night

Professional Development Meeting

PDM Topic: S&OP – Getting Your President Engaged

Without the commitment of your senior executive, the S&OP process will fail. At the very best, you will end up with an Operations or Sales centric process that is not S&OP. The most important word in Sales and Operations Planning is “AND” and the only person who can put the “AND” between Sales and Operations is the executive to whom both report. From his extensive experience implementing S&OP processes around the world and being a senior executive himself, Duncan’s presentation will show you how to get senior management engaged in your S&OP process.

Speaker: Duncan McLeod CFPIM CSCP PEng



President, DBM Systems Inc.
Guelph, ON

Duncan is the founder of DBM Systems Inc., a company dedicated to unlocking the value of S&OP. For over 34 years,

he has focused his consulting and research on Supply Chain Management strategy in global manufacturing and distribution organizations.

Duncan is one of the rare executive management specialists with an extensive hands-on background in manufacturing and a keen understanding of sales and demand planning. In the past 10 years Sales and Operations Planning or S&OP has become the focus of his practice.

He is the author of “Sales and Operations Planning - How to Run an S&OP Process Everyone Understands”. Duncan is a professional Engineer and a Certified Fellow in Production and Inventory Management and a Certified Supply Chain Professional with APICS. He received his BASc in Engineering from the University of Waterloo, and his MBA from McMaster University in Hamilton, Ontario.

A successful author, speaker and educator, Duncan is requested for conferences and boardrooms alike.

Location: Main Office of ArcelorMittal Dofasco
(1330 Burlington Street East Hamilton)

Cost: *Free – Executives*
\$20 – Members
\$25 – Non-Members
Free – Student Members
\$5 – Student Non-Member)

Time: *Doors open at 6:30PM (for networking ... and of course some hors d'oeuvres)*

Please RSVP to events@apicshamilton.org by April 24, 2017