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IOMA-sponsored Supply Chain Strategy Webinar Features President of Prime Advantage

Webinar to address strategies and best practices for developing and recruiting supply chain management and procurement talent

CHICAGO, September 9, 2008 – Prime Advantage, the leading buying consortium for industrial manufacturers, announced that President and Founder Louise O’Sullivan will participate as a speaker in the September 9 webinar, **Developing and Recruiting Today’s Supply Chain and Procurement Talent**.

The 90 minute interactive panel discussion, jointly hosted by the *MIT-CTL Supply Chain Strategy* newsletter, its publisher IOMA, and recruiting industry experts Kennedy Information will offer insights and best practices in recruiting and retaining top supply chain and procurement talent.

Ken Cottrill, editor of *MIT-CTL Supply Chain Strategy* newsletter, will moderate the discussion with a panel of experts that also include Carlos Garcia, a supply chain recruitment expert at Korn/Ferry International and Chris Caplice, executive director of MIT-Center for Transportation & Logistics' Master of Engineering in Logistics (MLOG) program.

“As commodity costs continue to rise, our member companies have begun to see a dependence on the purchasing department as a source for savings,” said O’Sullivan. “Now more than ever companies are in need of qualified, top talent within the supply chain and procurement sectors.”

Yet, the demand for qualified talent with the broad experience and leadership qualities needed has become increasingly difficult to meet. This demand continues to exceed supply, even though the number of professional training courses available has also increased exponentially over the years.

The webinar will address:

- Key recruiting strategies that reflect the current and future demand of supply chain and procurement talent
- What skills sets supply chain and procurement professionals should consider now and in the future
- Personal attributes to be testing for and requirements to find qualified candidates

Prime Advantage's O'Sullivan to speak in MIT-CTL Best Practices Webinar

- Which career paths are most effective in order to attract and retain these professionals, including examples from some leading companies
- How the supply chain and procurement functions are changing and the impact on the organization
- Unique sourcing channels and new approaches to finding top talent in these key functions

Register for the event at <http://www.ioma.com/webinars/1082.html>.

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About Louise O'Sullivan

Louise O'Sullivan co-founded Prime Advantage in 1997, following a 22-year management career in industrial manufacturing. Prior to Prime Advantage, she was president of Groen, a manufacturer of commercial food service and industrial processing equipment, a position she held for more than 12 years. At the time, Groen was an operating company within the Dover Corporation, and today it is a division of Dover's Unified Brands.

O'Sullivan has a distinguished history as an industry leader. She is past President of NAFEM (the North American Association of Food Equipment Manufacturers) - a national trade association with over 700 corporate Members, and past member of the Illinois Racing Board. Among numerous other industry related awards, Louise is the 2005 winner of NAFEM's highest honor, the William W. Carpenter Award.

She holds an MBA from the University of Chicago; an MA from Northeastern Illinois University; and a BA from the College of St. Teresa in Winona, MN.

About Prime Advantage

Founded in 1997, Prime Advantage is a buying consortium for industrial manufacturers with more than 500 members and more than 110 endorsed suppliers. For more information on Prime Advantage, visit the website at www.primeadvantage.com