

B2B MATCHMAKER 2008



Wednesday, September 17, 2008. The Pines Manor — Edison, New Jersey

Join these sponsors and hundreds of business men and women for a full-day conference presented by the Business to Business Council of CIANJ that will bring together buyers and sellers to immediately create business opportunities.



Who Should Attend?

BUYERS

- Meet CIANJ member companies that provide the solutions you need
- Suppliers that can help you get the most for your purchasing dollar
- Find quality strategic partners
- Get competitive bids
- Increase supplier diversity

SELLERS

- Pre-screened individual scheduled meetings with purchasing agents
- On site supplier registration
- Meet the decision makers from large corporations
- Learn how to become an approved vendor
- Identify markets and opportunities

Sponsorships are running out! Act quickly!

Highlights include (see other side for complete agenda):

- Seminars led by high level decision makers that present essential need-to-know information that will enable you to immediately grow your business
- Development of relationships and strategic alliances through a high-level networking reception and luncheon
- Exhibits that showcase a wide array of goods and services that increase supply chain size, quality and diversity
- One on one appointments with purchasing executives who will explore the prospects of immediately doing business together

To attend or exhibit, please complete the following registration information, or go to www.cianj.org

Attendees: CIANJ Members \$125 Non Members \$175 Second Attendee \$75
 Exhibitors: CIANJ Members \$550 Non Members \$750 Electric \$35

Name: _____

Company: _____

Address: _____

Email Address: _____

Method of Payment: Check Visa MC Amex

Total Amount Enclosed: _____

Card Number _____ Exp Date _____

Name on card _____ Signature _____

*Please make checks payable to CIANJ. No refunds after September 1, 2008.
 Confirmation with directions will be emailed to you one week before the conference.*

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CONFERENCE AGENDA

- 7:30 a.m. – 8:25 a.m.** *Registration & Continental Breakfast*
- 8:25 a.m. – 8:30 a.m.** *Welcoming Remarks*
John R. Smith – Chairman
CIANJ B2B Council
- 8:30 a.m. – 9:00 a.m.** *Keynote Address*
David Frank, Vice President Supply Chain Management – PSE&G
*The Benefits of Diversity to a Company's Ability to Serve its
Customers and the Firm's Bottom Line*
- 9:00 a.m. – 11:45 a.m.** *EXHIBIT HALL OPEN*
Procurement Officers will be available during the morning hours.
- 9:00 a.m. – 9:45 a.m.** *Panel Discussion:*
Identifying Global Opportunities for Growth
- 10:00 a.m. – 10:45 a.m.** *Panel Discussion:*
Overcoming Challenges that Face Small to Midsize Companies
- 11:00 a.m. – 11:45 a.m.** *Panel Discussion:*
How to Close the Deal with Procurement Officers
- Noon – 1:30 p.m.** *Business Building Luncheon*
Address by Susan Bass Levin, Deputy Director
The Port Authority of New York and New Jersey
Moving People and Products – Creating Opportunities
- 1:45 p.m. – 2:15 p.m.** *Address*
Nicholas De Tura, Vice President Global Supply Chain
Alcatel Lucent
The Impact of the Next Technological Wave on Business
- 1:30 p.m. – 4:00 p.m.** *EXHIBIT HALL OPEN*
- 1:30 p.m. – 2:15 p.m.** *Meetings with Procurement Officers by Appointment*
- 2:30 p.m. – 3:15 p.m.** *Meetings with Procurement Officers by Appointment*
- 3:30 p.m. – 4:15 p.m.** *Meetings with Procurement Officers by Appointment*
- 4:15 p.m.** *Closing Remarks, Raffle Drawing & Distribution of Event CD*