

Albert D. Bates, Ph.D.

As president of the Profit Planning Group, Dr. Bates makes over 100 presentations each year on topics relating to financial planning and marketing. His professional papers have been published in the Harvard Business Review, Business Horizons, and the California Management Review. He also has written a large number of articles for various industry trade associations.

Steve Boyd

Steve Boyd is committed to improving communications. He has won the Toastmasters International Speech Contest, written several books, and published dozens of magazine and journal articles. As a professor at Northern Kentucky University, he teaches speaking and listening courses and is one of the most popular teachers on campus.

Joseph C. Ellers

Mr. Ellers is the director of Palmetto Associates, a management consulting firm. He has worked with more than 1,000 companies specializing in business-to-business selling and multi-line selling environments. He is also a frequent contributor to such magazines as The PT Distributor and Electronic Distribution Today.

Steve Epner, CSP

Steve is founder and president of the Brown Smith Wallace Consulting Group. During his 35+ year career, he has built a reputation for assisting clients with the integration of strategic business planning, information systems and tactical requirements. He has also become a highly regarded industry expert. Steve is a computer science graduate of Purdue University. He pioneered in early on-line systems and database environments and selected and implemented one of the first voice recognition systems in the United States.



Tim Horan

Tim Horan joined Indian River Consulting Group as a principal after leaving a distribution career spanning more than 25 years. Mr. Horan spent the last fifteen years of his career as president & CEO of a multi-million dollar distribution company. Tim has the “on the job” experience that directly relates to the daily objectives and challenges for sales, sales management, and organizational development.

Peter A. Land

Peter A. Land, MS, CSP, CMC, CPCM, operates an international management consulting firm specializing in organizational and human resource development. He has delivered lectures/seminars on a variety of leadership and management topics to over 50,000 attendees on four continents for the past twenty years.

William R. McCleave, Jr., Ph.D.

Bill McCleave, President of W.R. McCleave & Associates, is recognized as a leading expert in Integrated Supply. His firm specializes in relationship management. He was instrumental in the development of a widely adopted text, MRO Supply Chain Management Guidebook.

J. Michael Marks

Mike Marks is a Principal with the Indian River Consulting Group and is a Research Fellow of the Distribution Research and Education Foundation of NAW. Mike is recognized for his expertise in one- and two-step distribution, including channel strategies, marketing, and compensation design. In addition to consulting, his experience includes sitting on the Boards of several public and private distribution firms.

D. Bruce Merrifield, Jr.

Bruce Merrifield has given over 1,300 presentations for more than 100 trade associations and corporations, and has worked for a growth-by-acquisition distribution company, where he was involved in five acquisition-turnarounds and was the chief operating officer.

John F. Monoky Ph.D.

Dr. Monoky is the principal in Monoky & Associate, a sales and marketing consultant firm and is an active trainer on the faculty of several university executive-development programs. His combination of academic and hands-on industry experience creates a “street smart” approach that allows those who participate in his programs to use the material he teaches immediately.

Kathryne A. Newton, Ph.D.

Dr. Kathy Newton is an Associate Professor of Industrial Distribution at Purdue University. She frequently works with distributors, manufacturers and trade associations nationwide and is widely published in academic and distribution trade journals. Kathy is one of the primary authors of NAED's “Maximize Your Profit Power.”

Tom Reilly

Tom Reilly is president and founder of Tom Reilly Training. Tom has been an owner of a laboratory supply company in Texas and an outstanding salesperson for a chemical company. Tom has presented his pioneering work in value-added selling to thousands of salespeople, managers, and professionals. He has authored 10 books, over 200 articles, a video series, and a CD album.

Don A. Rice, Ph.D.

Dr. Rice is a nationally recognized author, lecturer, consultant, and training specialist to the distribution industry. He has authored 9 books and more than 60 trade journal articles. Don provides professional development seminars to more than 2,000 corporate executives each year.

Michael Schatzki

Michael Schatzki is an experienced professional negotiator and since the inception of Negotiation Dynamics®, he has conducted well over a thousand seminars for businesses, associations and professional groups. Mike is the author of “Negotiation: the Art of Getting What You Want” and of the audio program “The Master Sales Negotiator.”

Abe WalkingBear Sanchez

Abe WalkingBear Sanchez is President and Founder of A/R Management Group, a leader of the Profit Centered Credit Movement and author of Profit System of B2B Credit Management.

Jon Schreiberfeder

Jon Schreiberfeder is president of Effective Inventory Management, Inc. (EIM), a firm dedicated to helping manufacturers, distributors, and large retailers get the most out of their investment in stock inventory. Jon is the author of Achieving Effective Inventory Management - Second Edition; Getting it Right - Best Practices in Demand Forecasting for Distributors; and Winning Strategies for Distribution - An Inventory Management White Paper Series on Microsoft's Business Solutions Internet Web.

Tim Underhill

As president of Underhill & Associates, Tim's goal is to improve the profitability of his clients through increased sales and a reduction in operating costs. He serves on value-added task forces for several industrial distribution associations and is the author of Strategic Alliances, Managing the Supply Chain and Total Cost of Ownership: SupStrat.

Michael E. Workman, Ph.D.

Dr. Workman conducts presentations and performs consulting work on business leadership and personal development programs. He works on an international scale for distributors, manufacturers, and organizations in sales, marketing, purchasing, negotiations, and operations management in the areas of electronics, mechanical power transmission, and distributor services for marketing, strategic planning, and profitability improvement.