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2005 Pros to Know

By Andrew K. Reese and Sarah Murray

Supply & Demand Chain Executive honors the practitioners and providers that have proved to be 2005's thought-leaders.

In our fifth annual Pros to Know issue, *Supply & Demand Chain Executive* once again offers our readers a veritable Who's Who of leading executives across a variety of industries and from among the many functional departments that make up an enterprise's supply and demand chain. Some of the names on this year's listing are no doubt well-known, whether from their presentations at industry conferences or from the acclaim that their successes have received in the broader business community. In other cases, it will be our pleasure to introduce our readers to executives equally deserving of note for their accomplishments in the field.

As always, it was no easy task this year to whittle the scores of Pros to Know nominations that we received down to this year's list. Our selection committee, comprised of the magazine's editorial staff, with assistance from our editorial advisory board, judged each candidate based on the criteria set forth in the submission forms, including personal efforts at enabling the supply chain or educating colleagues, recognition from the broader supply chain community, and general philosophy regarding the application of technology to enable supply chain processes.

What is the common quality that unites all of this year's Pros to Know? Leadership — whether they are spearheading supply chain transformation initiatives to give their own enterprises a competitive edge, working with other organizations to introduce critical process changes or deploy new technologies, or driving advances in the hardware and software that are enabling new efficiencies in the supply and demand chain. Most important, Pros to Know lead by example, offering other supply and demand chain professionals a rich perspective and progressive attitude toward new and emerging technologies. We are certain that they will continue to lead the industry to new heights in the year ahead.

Chris Armbruster, Director of Supply Chain Strategy, Agere Systems

At Allentown, Pa.-based Agere, a global leader in semiconductors for storage, wireless data, and public and enterprise networks, Chris Armbruster focuses on designing operations for speed, flexibility and continuity. Anticipating the high-tech industry's movement away from vertical integration, and recognizing that coordination between trading partners has become critical for success in a horizontally integrated supply chain, Armbruster pioneered Agere's multi-tier collaboration processes involving a customer, a supplier and one or more trading partners between them. Armbruster created innovative just-in-time (JIT) fulfillment methodologies, including a chip JIT pull process that has improved response time to customers while postponing 50 percent of product cost, and a centralized multi-partner JIT pull process for customers using multiple electronic manufacturing service (EMS) providers. His collaboration with Lehigh University led to new patents pending in breakthrough demand management and inventory control methodologies that Agere is using to lower inventories, improve customer service and enhance cash flow.