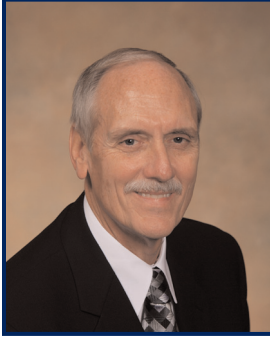


Oliver Wight Consultants

Each Oliver Wight consultant has been successful in making people-based technologies work at the highest levels in business.

John E. Schorr



John E. Schorr has been a principal with Oliver Wight Americas since 1978. For several years, he served as president of Oliver Wight International, and was a member of the Board of Directors of Oliver Wight Americas. John also served as president of Oliver Wight East which is now part of Oliver Wight Americas.

As a consultant and educator in the areas of Integrated Business Management, integrated supply chain management, Sales & Operations Planning, and demand management, John has assisted many companies in attaining Class A Performance. He is recognized as one of the leading experts in the areas of Sales & Operations Planning and the interface of purchasing with ERP. John is currently the lead instructor in the Sales & Operations Planning courses and has previously been a lead instructor in the ERP – Achieving Class A Supply Chain Performance and the High-Performance Purchasing courses.

Prior to consulting, John worked for two Class A companies and was involved in the implementation of MRP II at both: Haworth, where he was vice president of manufacturing, and Steelcase, one of the leading Class A users of MRP II, where he was director of purchasing.

John is a member of APICS, the National Association of Purchasing Management, and is a certified purchasing manager. He has been a frequent speaker at APICS International Conferences and annual purchasing conventions as well as at many local chapters of both organizations. He wrote *Purchasing in the 21st Century* and co-authored *High Performance Purchasing* with Tom Wallace. He has also authored several articles and lectured in many countries around the world. He holds a BS from the University of Iowa where he majored in chemistry.

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