



Proudly Presents: Tim Underhill, President Underhill & Associates
February Business Meeting - Wednesday, 7 February 2007

- Networking 5:30, Dinner 6:30, Speaker 7:15
- Location: Stoney Creek, River's Bend Ballroom, Salon C
- Cost: Member - \$25, Non Member - \$35
- Registration: Amber Linley (LinleyAmberD@JohnDeere.com)

"Trends in Procurement: Five Strategies Impacting Purchasing Today"

In the past, purchasing has been viewed as a tactical requirement for doing business. It was considered a cost center with little strategic impact. Not anymore. Purchasing is being pushed, pulled and shoved into a new position, one of high strategic importance. With an average of 60 cents of every sales dollar being spent on goods and services, and those very goods and services impacting every dollar in revenue and much of the other 40 cents in operating costs and profits, purchasing is being viewed in a new light.

Reservations will be accepted through Friday, 2 February.

Total Cost Seminar - Thursday, 8 February 2007

- 7:30am Continental Breakfast, 8:00am Seminar, 12:00 Lunch, 5:00pm Adjourn
- Location: Stoney Creek, River's Bend Ballroom, Salon C
- Cost: Member - \$125, Non Member - \$150
- Registration: Amber Linley (LinleyAmberD@JohnDeere.com)

"Strategic Sourcing: Reducing Total Operating Costs"

Is your company faced with increased pressures to improve profits? Are they looking at your Supply Chain as one means for reducing your operating costs? While price is an obvious target, improvements in other operating costs offer significant saving opportunities.

The objective of this seminar is to help companies identify what products and services reduce total operating costs and how to measure the impact from these products/services.

Total cost is more difficult to measure, but companies are finding the savings to be greater than the savings achievable from a lower price. In fact, the companies that have implemented Supply Chain Management initiatives around a total cost approach have received a 30% return on these relationships.

Reservations will be accepted through Thursday, 1 February 2007.

About Tim Underhill

Tim is president of Underhill & Associates a consulting firm whose mission is to improve its clients' profitability through increased sales, improved supplier/channel management and reduced operating costs. Tim has worked with customers to develop commodity/service plans, evaluate suppliers based on total cost and implement supply chain initiatives.

Tim has authored two books: "Strategic Alliances: Managing the Supply Chain" and "Team Up! Profit Up! Partners in Channel Cost Reductions". He also developed supply chain management and account penetration/retention software programs for measuring the total cost of ownership. Tim currently sits on the ISM's national steering committee for their MRO Buyers Group.

All cancellations must be received by Tuesday, 6 February 2007 to avoid charges

2006-2007 Business Meetings (Mark Your Calendars)

14 Sep 06	Dalip Raheja, Mpower Group	Leveraging Supplier Relationships
11 Oct 06	John Byrne, St Ambrose	Leadership / Motivation
08 Nov 06	Andy Hansen, Deere C&F	Becoming Your Suppliers' Customer of Choice
13 Dec 06	Jim Victor, Smith Barney	Economic Outlook
10 Jan 07	Tom Walsch, Accenture Jay Zmrhal, Accenture	Procurement for High Performance
07 Feb 07	Tim Underhill	Trends in Purchasing
08 Feb 07	Tim Underhill (all day)	Supply Chain Mgmt / Reducing <u>Total</u> Cost
14 Mar 07	CH Robinson	Logistics
11 Apr 07	Jeff Russell, Duke Univ.	Off-Shore Sourcing Study
09 May 07	Jessica Mahre, AT Kearney	Effective Strategies for E-Sourcing and E-Procurement

Respectfully,

Ray Lybarger

President, NAPM - Quad Cities, Inc.

<http://www.ismqc.org/>