



November Business Meeting - Wednesday, 8 November 2006

- Networking 5:30, Dinner 6:30, Speaker 7:15
- Location: Stoney Creek, John Deere Room
- Cost: Member - \$25, Non Member - \$35
- Registration: Amber Linley (LinleyAmberD@JohnDeere.com) cc Ray Lybarger (LybargerRamondV@JohnDeere.com)

Andrew Hansen

Director, Supply Management, John Deere Construction & Forestry Division

Presents: Developing Strategic Relationships: "Becoming Your Suppliers' Customer of Choice"

It has been said that companies don't compete.... Value Chains do. So, in order to become more competitive, supply management has to work with suppliers to create and capture more value. This is the essence of the next generation of supply management. "Becoming Your Suppliers' Customer of Choice" is an approach to creating more value in your value chain and capturing a sustainable competitive advantage.

Mr. Hansen joined John Deere Des Moines Works in 1976, and has served primarily in manufacturing, materials management and manufacturing support assignments. In 1997 he transferred to the John Deere Waterloo works as the Manager, Information Services and in 1998, named to the position of Manager, Supply Management. In 2001, Mr. Hansen was named Manager, Westfield Site Redevelopment, a \$105 million capital renovation of the drive train manufacturing facility. And in 2002 he assumed responsibility for the manufacturing operation as Manager, Drivetrain Operations in addition to the redevelopment project. In 2005, Mr. Hansen was appointed to his current position of Director, Supply Management, Construction and Forestry Division.

Outside of his duties as Director, Mr. Hansen serves as a member of the Kellogg School of Management MMM Advisory Board at Northwestern University and on the Citizens Advisory Council for the Iowa State University Extension Service.

Mr. Hansen was born in Carlisle, Iowa, and is a graduate of Iowa State University with a B. S. in Industrial Administration and a minor in Industrial Engineering. In 2000, Mr. Hansen completed The Executive Program at the Darden School of Business at the University of Virginia.

Reservations will be accepted through Wednesday November 1st.
All cancellations must be received 24 hours prior to event to avoid charges.

Note from the president:

Dr. John Byrne did a excellent job sharing not only a very interesting story on what he did to prepare and run a 100 mile race in the Rocky Mountains, but some very important lessons he learned about “Goal Setting, Commitment and Belief in Yourself” that has changed his life... and if we can learn from John, they can change all of our lives at home as well as at work. Thank you John for the time you spent with our membership.

In November, Mr. Andrew Hansen will present a topic that is equally important to our professional lives developing and managing value chains. So mark your calendars and register now to see Andy on the 8th of November!

We went live with our new web site!!! Under the calendar you will be able to find all of the programs available to you from ISM and NAPM-Quad Cities. Check it out at <http://www.ismqc.org/> and add it to your Favorites!!!

In February we will be offering a full day seminar with Tim Underhill, author and supply chain consultant on Strategic Sourcing, Supplier Relationship Management and Reducing Total Cost. Tim is the only one I know of that has developed and helped companies implement a working model for Total cost. You don't want to miss this one.

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 06	Accenture	TBD
07 Feb 06	Tim Underhill	Trends in Purchasing
08 Feb 06	Tim Underhill (all day)	Supply Chain Mgmt / Reducing <u>Total</u> Cost
14 Mar 06	Open	Logistics
11 Apr 06	Jeff Russell, Duke Univ.	Off-Shore Sourcing Study
09 May 06	Jessica Mahre, AT Kearney	Effective Strategies for E-Sourcing and E-Procurement

Respectfully,

Ray Lybarger

President, NAPM - Quad Cities, Inc.