

September Business Meeting - Thursday, 14 September 2006

- **Networking 5:30, Dinner 6:30, Speaker 7:15**
- **Location: TBD (we are finalizing)**
- **Cost: Member - \$30, Non Member - \$40**
- **Registration: Amber Linley (LinleyAmberD@JohnDeere.com) or Ray Lybarger (LybargerRamondV@JohnDeere.com)**

Dalip Raheja , President and CEO, The Mpower Group, Inc.

Presents: Leveraging Supplier Relationships

Facts:

- **Supply chain cost reduced by as much as 20%**
- **Revenues increased by as much as 17%**
- **On-time delivery increased by as much as 27% overall**
- **Inventory levels reduced by as much as 50%**
- **Inventory turns doubled**
- **Stock outs reduced nine-fold**

Relationship management is one of the foundations of long term sourcing success and benefits realization. Unfortunately, it is also one of the most frequently overlooked components of an integrated sourcing program. If the relationships between suppliers and your organization are not optimized and managed well, generating full value is almost impossible. Effective Supplier Relationship Management has constantly been identified as an ongoing challenge. It is clearly recognized that the sourcing process leading up to the contract has been nothing but an expense to both sides. Real value is exchanged between the parties only after the contract is signed. Therefore, Supplier Relationship Management becomes the most critical activity to ensure maximum value is exchanged.

Reservations will be accepted through Friday September 8th. To avoid charges, all cancellations must be received by Sept 8th.

Note from the president:

The board has a number of excellent speakers being lined up for this year in addition to Dalip Raheja, CEO MPower ...Andrew Hansen, Director of Supply Management John Deere Construction and Forestry Division ...Tim Underhill, Author of Strategic Alliances / Managing the Supply Chain ... Jeff Russell, Project Director, Off Shore Sourcing, Duke University ...Jim Victory, Smith Barney ...and more. Now is the time to block your calendar for the second Wednesday of every month (September thru May) to attend. We will let you know in the meeting announcement if the date changes to accommodate logistics (as in September).

The board will also feature our new Web Site during the 14 September dinner meeting. This was one of the key topics of last years Member Needs survey.

Two key members of our Board of Directors have recently resigned due to recent changes in work and personal commitments (one was a job promotion... way to go). The board is dedicated to bringing value to our membership and to the Supply Management profession. To continue to do so, we need your help. Please consider becoming active in directing the activities of NAPM – Quad Cities on behalf of over 160 of our members!!! Please contact me directly if you have any interest to help!!!

Respectfully,

Ray Lybarger

President, NAPM - Quad Cities, Inc.