

MATERIALS AND SUPPLY MANAGEMENT CONFERENCE 2008

**SPONSORED
BY**

**ISM MATERIALS MANAGEMENT GROUP
AND
NAPM-Utah, Inc.**

Location: Salt Lake City, Utah

Date: September 12, 2008

Time: 8:00 to 4:30

Fee: \$299 for ISM Members and \$399 for Non Members

SPEAKER

Dr. Ken Killen, C.P.M. is a very popular speaker and is a 20 year member of National Speakers Association. He has a way of adding the “light touch” to normally dry material. He can explain complex ideas in simple terms. This unique ability is the reason (over 40 years) for his popularity as a professor, speaker, and business trainer. From 1988 to 2003 he averaged presenting over 40 all day workshops per year. Besides the U.S., he has presented workshops in such international locations as: Bogotá, Caracas, Dubai, Jakarta, Kuala Lumpur, Mexico City, Penang and Singapore.

Before he began his teaching career, he worked for two major corporations, where he gained experience in general management, purchasing and transportation. He has since been a consultant to business, government, and health care organizations.

His management text (Published by Houghton Mifflin) was, also, published in Russia by the government when they were still under communist rule. He is co-author of: “Managing Purchasing: Making the Supply Team Work” and “Purchasing Manager’s Guide to Model Letters, Memos and Forms.” Killen is, also, co-editor-in-chief of the “Purchasing Handbook” (5th edition) He has written numerous articles on negotiations, business ethics, management and purchasing.

Dr. Killen is the recipient of many awards, including:

?? J. Shipman Gold Medal Award

?? NAPM Akron Speaker of the Decade

?? Ted Thompson Purchasing Educators Award

Current Chair of ISM’s Materials Management Group.

PROGRAM

- 7:45 - 8:00** Registration, Continental Breakfast, Introduction
- 8:00 – 9:30** Lean Purchasing: How to really cut cost
?? The impact of savings on the bottom line
?? How to sell your cost reduction ideas
?? Your lean tool kit
- 9:30 – 9:45** Break, Snack
- 9:45 - 10:30** Lean Purchasing continued
?? How quality pays off
?? Identifying your three biggest cost drivers (an exercise)
?? Your cost cutting check list
- 10:30 – 11:00** Buyer- Seller Ethics – Case Studies

?? Is it ever proper to offer or accept a gift?
?? Is it proper for buyers to have meals with suppliers?
?? What obligation, if any, does the buyer have to suppliers to keep price and other information confidential?
?? When is a gift a bribe?
- 11:00 – 12:00** How to Dramatically Reduce Inventory Cost
?? Why most inventory reduction programs fail and how to prevent the failure
?? Why carry inventory?
?? Fundamentals of inventory management
?? Secrets of inventory reduction
- 12:00 – 1:00** Lunch
- 1:00 -- 1:30** Inventory continued
?? Fundamentals of inventory management
?? Secrets of inventory reduction
?? How to start a real inventory reduction program
- 1:30 -- 2:30** Materials Metrics
?? Explain the value of metrics
?? Introduce critical supply metrics; and,
?? Help participants plan their own metrics purchasing and supply program
- 2:30 -- 2:45** Break, Snack

2:45 – 4:15 Negotiations Best Lessons

- **The difference between winners and losers**
- **Profile of a successful negotiator**
- **Power in negotiations**
- **Global negotiations – handling cultural difference**

4:15 -- 4:30 Summary and Evaluation

See RSVP Form Next Page

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RSVP and Payment Form

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Name/Title: _____

Company Name: _____

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ISM Member Yes / No, ISM ID# (if known) _____

Pay with credit card: Card Type: ?? Mastercard , ? Visa , ? AMEX
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NAPM-Utah Inc.

C/O Karl Harward

Salt Lake City Corporation

PO Box 1454455

Salt Lake City, Utah 84114-5455

Or Fax to 801.535.6618

Full payment must be received by Tuesday, September 9, 2008

Or Fax RSVP along with name and company info to pay at the door.

Questions may be directed to Karl Harward 801.535.6451 or by email:

karl.harward@slcgov.com