

SUPPLY CLUSTERS

Refine your skills by learning from the very best - Value to be harvested!

Yourselves improve IN PROCUREMENT

*The Future, Technical Case Studies,
Lean Principles, Green/Sustainable
and Personal Development.*

Mastering the challenges of deeper cost reductions calls for ever-improving skills and collaboration techniques.

Wednesday 3rd September

Welcome Reception, Novotel Darling Harbour at 6.00pm

Thursday 4th & Friday 5th September 2008

AUSTRALIAN NATIONAL MARITIME MUSEUM, Darling Harbour, Sydney

supplyclusters.com.au

12th Annual
National
CONFERENCE

Supply Clusters create unique relationships between member companies to heighten market knowledge, improve tendering impact and learn new innovative process/cost saving improvement ideas. With now over 130 of our country's most professional and creative companies as members, our annual conferences provide vital up-to-date supply knowledge to strengthen unity and results.

CONFERENCE PROGRAM

WEDNESDAY 3rd September 2008

6.00 – 8.00am

Welcome Cocktail Party, City Terrace, Novotel Hotel Darling Harbour.

THURSDAY 4th September 2008

8.00am – 8.30am

Registration

8.30am – 8.45am

Conference Welcome

8.45am – 10.30am

1 THE FUTURE

Know First – Be First – Profit First

What's the point of surviving for today if there's no tomorrow? Open the fridge door and get a glimpse of the New World.
Craig Rispin, Business Futurist

10.30am – 10.50am

Meet the Sponsors Refreshment Break

10.50am – 11.30am

2 BEST PRACTICE SKILLS - GLOBAL PROCUREMENT

How does one of the most technology advanced companies in the world, who regularly makes new acquisitions integrate them into it's global procurement architecture and influence efficient common processes?
Greg Rose, Senior Director Global Procurement, Oracle

11.30am – 12.10pm

3 GREENHOUSE & WASTE; Transformation of the Procurement Landscape

The waste sector generates 15 million tonnes or 3% of Australia's greenhouse gas emissions. But with 3 simple and cost effective actions it could reduce its emissions, and those of other sectors, by 35 MT (equivalent to taking all cars off Australian roads) *This presentation explores the potential for better landfill management and better recycling to drive a 7% reduction in Australia's greenhouse emissions.*
Mike Ritchie, National General Manager, SITA

12.10pm – 1.10pm

Luncheon Break

1.10pm – 1.50pm

4 IMPLEMENTATION IS MORE IMPORTANT THAN CLOSING THE DEAL

Tony believes that implementation is the most important thing in a deal - not the process leading up to signature itself. That "effective negotiators set the stage for how you will work together" rather than simply serving as transactional "deal closers."

Tony Whyte, Procurement Manager, Unimin Australia Limited

1.50pm – 2.30pm

5 TELECOMS TENDERING - A Strategic Approach

For many companies, buying telecommunication services has become strategy development rather than commodity procurement because new technologies provide different delivery options of voice and data services and selection is a matter of future capabilities and strategic choice. *Explore these strategic options and learn how they affect the procurement requirement. Also look at what happens once a "deal" has been reached and the reality that the work to realise these benefits has only just started!*

Tim Cope, Principal CDRU

2.30pm – 2.50pm

Meet the Sponsors Refreshment Break

2.50pm – 3.30pm

6 NEGOTIATION SKILLS TRAINING

Skills improvement for Procurement Professionals includes learning of the ubiquitous **Back Door Selling** where carefully crafted, innocent sounding questions of your non-procurement personnel who then unwittingly give salespeople just the information they need to undermine your negotiating leverage. Even worst, your procurement efforts being undermined by a supplier who used it to influence the MD to veto some unfavourable changes (for them) in your purchasing strategy? But increasingly, procurement professionals are looking beyond tactics and counter-tactics for the essential skills to improve in the 21st century. Find out what these emerging skills are!

Jim Bergman USA

3.30pm – 2.30pm

7 PERSONAL IMAGE

Wellness and Business Fitness and the "Biggest Loser" experiences

Life changing experiences from the TV show to the Supply Cluster heroes
Cherie Marantz, Managing Director, Active Working Solutions

4.00pm – 6.30pm

Optional Guided Tour of Maritime Museum

6.30pm – 10.45pm

Conference Dinner – YOTS Wharf, Maritime Museum
(adjacent to HMAS Vampire)

10.45pm

Close.

FRIDAY 5th September 2008

9.00am – 10.00am

8 **INSPIRATIONAL Steven Bradbury** **“The Last Man Standing”**

Steven competed for Australia at 4, count them, 4 Winter Olympic Games. He trained 5 hours a day, 6 days a week for 12 years and then, suddenly he became an overnight success. You will be left with a lasting impression that much of the prize is in the journey and if you show up every day and give it your best then it's only a matter of time until you create your own version of 'doing a Bradbury' and like Steven become, the Last Man Standing. He brings unrivalled messages of passion, persistence and teamwork that undoubtedly equal success.
Steven Bradbury Australia's 1st Winter Olympic Gold Medalist

10.00am – 10.40am

9 **SOURCING PROJECT MANAGEMENT**

Now responsible for all BlueScope Steel sourcing activities, Coretta is now running with a SWAT team where they identify opportunities and then hit them deep, hard and fast... delivering multi million dollars in savings within months. Coretta will share basic Project Management Tools, Sourcing Techniques and Influence / Communications strategies that are working brilliantly across departments and business units.
*Coretta Bessi, Manager Procurement Sourcing Projects
BLUESCOPE STEEL LIMITED*

10.40am – 11.00am

Meet the Sponsors Refreshment Break

11.00am – 11.30am

10 **LEAN THINKING Principles**

Director & General Manager for the Australian operation, Lisa Danok will provide an insight into Unipart's 20 year Lean Journey and outline some key learning lessons for anyone embarking on a Lean implementation. Experiences including implementing Lean, the integrated approach of people, process and systems, people engagement, key tools and techniques and pre-requisites and learning lessons
Lisa Danok, Director & GM, Unipart Logistics Australia

11.30am – 12.00pm

11 **LEAN OFFICE / LEAN WAREHOUSE** **Mini-Workshop**

A lean office or warehouse produces just what is needed, when it is needed. They outperform the traditional in morale, quality, delivery and cost. Reducing errors, cycle time, expenses and improving morale will drive shortened delivery times to customers, reduced inventory levels and increased sales capacity leading to greater profits.

Learn practices you will be able to implement tools when you get back to the office.

Brian Levitan, Lean Australia

12.00pm – 1.10pm

Luncheon Break

1.10pm – 1.40pm

12 **COST SAVINGS and CULTURAL CHANGE** **Case Study**

Driving +\$5m in cost savings via 20 SC deals whilst being challenged by cultural resistance to change. What drives this type of persistence? The Crown MD now sees this purchasing department as a revenue stream – not a cost centre!

Rizwan Ullah, National Procurement Manager, Crown Equipment

1.40pm – 2.20pm

13 **RETENTION OF PROCUREMENT STAFF** **– Lead don't just Manage!**

A 23% delta exists between the costs of procurement for world-class organizations versus average performing ones. Part of this delta comes from staffing level differences. Simply put, top performers do more with less (and spend more on strategic talent -- and less on tactical resources and technology to do so).

Kimble Winter, Managing Director, Logistics Recruitment Services

2.20pm – 3.00pm

14 **FUTURE PROCUREMENT**

The process of initiating change makes us strategically relevant within our companies. That is, we "Must lead, not just Manage" but initiating change requires us stepping up to the plate to drive the business in new directions through the capabilities of suppliers. What are the trends specific to Australia and Asia Pacific showing? What are the enablers of the future – innovation, creativity, collaboration? Are you ready?

This session will challenge you to determine what your role will be in defining the future.

Jim Bergman USA

3.15pm

Conference Close.

SATURDAY 6th and SUNDAY 7th September 2008

Sydney is a city with something for everyone – why not stay over?

REGISTRATION FEE per person

	COST	GST	TOTAL		PAYABLE
Cluster member registration [#]	\$1270	\$127	\$1397	x	\$
Member Presenter registration [#]	\$350	\$35	\$385	x	\$
Partner registration*	\$190	\$19	\$209	x	\$
Non-member registration [#]	\$1550	\$115	\$1705	x	\$
Biggest Loser Award Ceremony 3:30pm Thursday 4th (day 1)	FREE			x	FREE
				Total =	\$

[#] Includes Welcome Cocktail Party, Two day Conference, Conference Dinner, Refreshments.

*Includes Welcome Cocktail Party, Conference Dinner and Walking Tour on Friday 5th

TAX INVOICE

ABN 11 060 096 960

Please make cheques payable to "Supply Clusters" and post to PO Box 329, St Ives NSW 2075. Please fax registrations to 02 9449 3272.

Debit my **Credit Card** – (PLEASE PRINT CLEARLY)

Visa Mastercard (not Amex or Diners)

Card No: _____ Expiry Date: _____

Cardholders Name: _____

Cardholder's Signature: _____

Yes, I wish to register for the conference:

Please indicate any special dietary requirements (ie; Vegetarian, Kosher) for the Conference Dinner

Name	<input type="text"/>	<input type="text"/>	email	<input type="text"/>
Name	<input type="text"/>	<input type="text"/>	email	<input type="text"/>
Name	<input type="text"/>	<input type="text"/>	email	<input type="text"/>
Company	<input type="text"/>			
Address	<input type="text"/>			
Address	<input type="text"/>	Phone	<input type="text"/>	

Partners welcome; in addition to joining us at the Conference Dinner, partners are invited to join a Shopping Tour of Sydney's highlights and local attractions on Friday 5th

Venue and Accommodation;

Novotel Sydney on Darling Harbour, 100 Murray Street, Sydney

Reservations (02) 9934 0000

Accommodation \$249 *Pyrmont Room* per night room only

Breakfast \$25pp

Public Parking at "Harbourside" (under Novotel) \$11.50/day (ticket validated at Museum) otherwise \$25/day

Internet; www.novoteldarlingharbour.com.au

Email h1181-re@accor.com

Please book and pay direct advising you're part of the Supply Clusters Conference. Block booking will be held until **1 August** then released to general public so please reserve your room prior to this date.

Europcar Car Rental Conference Special; Rent at exceptionally low Supply Cluster rates for 3 days and pay for 2 days only. Special offer applies to conference delegates only. Please quote code at the bottom of Europcar's Price Schedule on the Member's Only Supply Clusters website.

Enquiries; Sydney; Ian Cook 02 9449 8368, Mick Pearsall 02 47304 935, Leigh Roden 0419 102 804, **Adelaide;** Elaine Bowering 08 8298 4410, **Melbourne;** Brian & Jill Kimpton 0416 082 155, Marnie Watson 0413 457 695, Steve Ermel 0408 387 853 **Brisbane;** John Greenhalgh 0414471810

Sponsoring Suppliers will exhibit their products and attend conference and social events.



Member companies at April 2008; A&L Windows, AAM Hatch, Abcoe Distributors, Actron Air, Airmaster Australia, Albany International, Allied Group, AME Systems, ANL Container Line, Aquatec- Maxcon, Arnott's Biscuits Limited, Asciano Ltd, AstraZeneca, Ausco Building Systems, Australian Country Choice Ltd, Avanti Fitness (Workout World), Baiada Poultry, Baker & Provan, Balco Group, Baltimore Aircoil, Bard Australia, Basell Ltd, BCP Precast Pty Ltd, BOC Limited, Boehringer Ingelheim, Boeing Australia Ltd, Borg Manufacturing Pty Ltd, BP Solar, Britax Child-Care Pty Ltd, Bucyrus Australia Underground, Calvary Wakefield Hospital, Cantarella Bros (Vittoria Coffee), Capral Aluminum Ltd, Cerebos Australia Ltd, Clorox Ltd, Coast to Coast Telecoms, Cochlear Ltd, Colliers International (inc PRD), Comfort Delgro Cabcharge (Westbus), Consolidated Rutile Ltd, Controlled Climate Logistics, Crane Group Ltd, Crown Equipment, CSR Pilkington Australia, Davcor Group (Lock & Key), Decina Bathroomware Pty Ltd, Dexion Aust Pty Ltd, Dow Chemicals Aust, Downer EDI Engineering, Drivetrain Systems Intl (DSI), EGR, Energy Developments, Esselte Australia, GlaxoSmithKline, Gluck Forwarding Systems, Goldwell KPSS, Greg Sewell Forgings, Grenda Corporation, Gunz Dental Pty Ltd, Howard Australia, IMB Ltd, Impact Personnel, Inchcape Motors Aust Ltd, InterfaceFLOR Australia, Invensys Appliance Controls, ISS Facility Services, James Hardie Australia, John Deere Ltd, Kimberly-Clark Australia, Lafarge Plasterboard, Ludowici Mineral Processing Equip, M5 Interlink Roads, Mackay Consolidated Industries, Makita Aust Pty Ltd, McNab Constructions, Mediterranean Shipping Co, Mirvac, Motorama Group, National Starch & Chemical, Next Byte, Northline Freight, NYK Line Aust Pty. Ltd, NYK Logistics Ltd, O'Brien Glass Industries, Parmalat Australia, PFG Australia Pty Ltd, Pfizer Australia, Philips Electronics, Pickles Auctions, Pilkington Glass, Plumber's Supplies Co-operative, Polyaire Pty Ltd, PPG Industries Pty Ltd, Precision Value Aust, Preformed Line Products, Procter & Gamble ANZ, Radio Rentals Ltd, Raytheon Australia Pty Ltd, RSPCA NSW, Sandvik Mining & Construction, Scape Shapes Landscaping, Schenker International, Schering-Plough Pty Ltd, Schindler Lifts Australia, Sci-Fleet Toyota, Seeley International, SGE International, Shinagawa Refractories, Siltech Pty Ltd, Simms International, Smith & Nephew, Southern Cross Care, Stawell Gold Mine, Sunny Queen Pty Ltd, Tasman Sinkware, Telstra Licensed Shop Association, The Nuance Group, The Smith Family, TMA Group, TrendPac Pty Ltd, Unimin Aust Ltd, Unipart Logistics Australia, UnitingCare Wesley Adelaide Inc, Universal Cargo Group, UTI Australia, Versacold Logistics Services, Volgren Aust Pty Ltd, Wallenius Wilhelmsen Logistics, Weir Minerals Aust Ltd, Whites Wires, Wilh. Wilhelmsen Investments Pty Ltd

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