

May 3, 2005

Returning client seeks value-driven results

Advanced Purchasing Dynamics Completes Contract, Receives Second Assignment

May 3, 2005, PLYMOUTH, MI – Receiving a professional compliment in the form of a new contract, Jeoffery Burris, Principal of ADVANCED PURCHASING DYNAMICS (APD), announced the consultancy has been tapped to complete a Purchasing Excellence Assessment for a second division of an \$800 million Midwestern manufacturer. “APD is delighted that our initial efforts were so well received. Satisfied clients are the best advertisement for our consultancy services.”

In March and April of this year, APD conducted an Excellence Assessment for a \$150 million automotive division of the tier one supplier. The Assessment provided the client with an objective analysis of existing purchasing practices. Using an exclusive Spider Chart Gap Analysis, APD pinpointed corporate challenges and strengths, as compared with the industry ideal, then identified specific improvements to help the division make rapid, substantial progress towards its strategic goals.

Based upon APD’s performance in the completion of the Excellence Assessment with the first division, APD has been contracted to complete a similar analysis of the company’s largest (\$350 million in sales) division.

Burris explains, “The Spider Chart Gap Analysis allows us to begin creating a step-by-step blueprint to quickly accelerate cost reductions, and ultimately achieve world class purchasing practices. This same analysis provided APD with valuable insight and well-defined, measurable goals when working with the manufacturer’s first automotive division. We look forward to achieving similar results with the supplier’s other concerns.”

Founded with the mission of helping companies profoundly expand their procurement skills, Plymouth, Michigan-based ADVANCE PURCHASING DYNAMICS works with manufacturing-oriented companies throughout the Midwest. APD achieves accelerated and sustainable reductions in material costs while developing and strengthening purchasing organizations.